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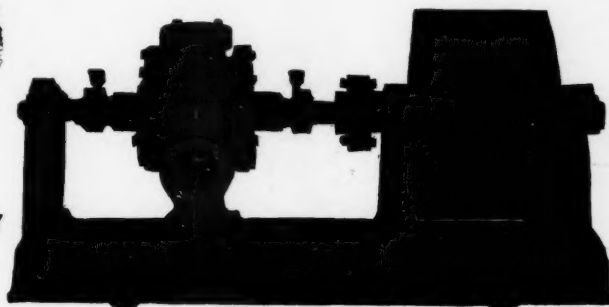
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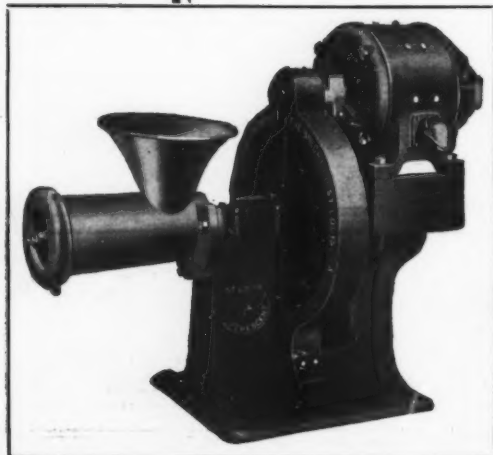
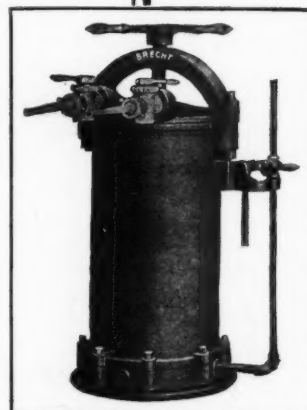
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THE NATIONAL PROVISIONER

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No. 8

Hoover's Views on Meat Packing Industry

Following attacks in and out of Congress by interests hostile to Herbert Hoover, in which the meat packing issue was used as a club to mar Hoover's remarkable war record and diminish his popularity, the President authorized the publication of a letter written to him six months ago by Mr. Hoover, as the official statement says, "in order to establish the real position of Hoover and the Food Administration on the control of the Chicago packing industries."

This letter was written last September, at the specific request of the President, but had not been made public. Its recommendations against interfering with the packers' war service to the country were carried out, as events have shown.

Mr. Hoover reviewed the growth and expansion of the modern meat packing industry, and while he feared dangerous domination from this growth, he did not imply wrong-doing, and said so. Refrigerator car service, stock yards organization and refrigeration systems were a natural and necessary outgrowth of this modernization of the industry. Railroads could not be expected to provide such car service, he said.

As to the Federal Trade Commission's recommendations, he favored government intervention in the matter of cars and stock yards. But he said the method to be adopted depended on the solution of the railroad problem. It required further and serious thought, he said, as to whether it should be government operation, or merely government control of cars and yards as a public utility.

He was firmly opposed to taking over packers' branch houses or cold storage facilities. This would be of no service in solving the problem of marketing and distribution, he thought. Anyway, he was against government ownership and further expansion of federal activities along these lines. He did think it might be wise to limit packers to meat lines, and he was a believer in the establishment of local abattoirs wherever possible to stimulate local production.

Summing up, Mr. Hoover urged that this was no time for hasty action, and that the plan to be decided upon "required much more thought."

Mr. Hoover's letter to the President was as follows:

Hoover's Letter to the President.

September 11, 1918.

Dear Mr. President:

In response to your request, I beg to set out my observations on the recommendations of the Federal Trade Commission with regard to the five large packing firms.

I scarcely need to repeat the views that I expressed to you nearly a year ago, that there is here a growing and dangerous domination of the handling of the Nation's food-stuffs.

I do not feel that appreciation of this domination of necessity implies wrong-doing on the part of the proprietors, but is the natural outgrowth of various factors which need correction. In an objective understanding of this situation, it is necessary to review the underlying economics of its growth.

At one time our food animals were wholly slaughtered and distributed locally. The ingenious turning to account of the by-products from slaughtering, when dealt with on a large scale, gave the foundation for consolidation of slaughtering in the larger centers. From this grew the necessity for special cars for livestock transport and large stock yards at terminals. The creating of those facilities was largely stimulated and to a considerable extent owned by the packers.

Added to this was the application of refrigeration processes for the preservation of meat, which at once extended the period of preservation and the radius of distribution from the slaughter centers, enabling larger slaughtering nearer the great Western producing area, and further contributed to the centralization of the industry.

This enlarged scope, particularly the refrigeration operations, require not only the expensive primary equipment, but a network of refrigerator cars, icing stations and cold storage at distribution points. This special car service in products is of the nature of the Pullman service; it must traverse rail-

road lines independent of ownership, and, moreover, it is seasonal and varies regionally in different seasons. For each railway to have foreseen and to have provided sufficient of this highly specialized equipment is asking the impossible, and in any event no particular railway could be expected to provide sufficient of these cars to answer the shifting of seasonal and regional demands outside its own lines.

Thus, the provision of large part of the stock yards and car services has naturally fallen in considerable degree to the larger and more wealthy packers, who have used their advantages as in effect a special and largely exclusive railway privilege with which to build up their own business.

How Packers Came to Enlarge Their Facilities.

From the stage of establishment of a multiplicity of marketing facilities, such as cold storage, warehouse, branch offices, etc., grew direct dealings with retail dealers and finally resulted in a large elimination of the wholesale traders.

Through this practical railway privilege the numerous branch establishments, the elimination of wholesale intermediaries, and with large banking alliances, this group have found themselves in position not only to dominate the distribution of interstate animal products, but to successfully invade many other lines of food and other commodity preparation and distribution.

Their excellence of organization, the standing of their brands, and control of facilities now threaten even further inroads against independent manufacturers and wholesalers of food products. They now vend scores of different articles, and this constantly increasing

Packer's Comment on the Hoover Letter

Coincident with the publication of the Hoover letter on the meat packing situation, J. Ogden Armour issued a statement commenting upon it. While admitting that Mr. Hoover's record entitled his views to serious consideration, Mr. Armour thought that his opinion on these packers' matters had not been based on comprehensive knowledge of the industry.

Attention is called to the fact that the Hoover letter was written before the packers had been allowed to get the facts on their side of the case before the public, and that it was based on the ex parte statements of the Federal Trade Commission, since so largely discredited as a result of the hearings. Mr. Armour also notes that Mr. Hoover wrote his letter by request, and not as a voluntary judgment expressed after mature study of the situation.

Taking up Mr. Hoover's recommendation as to refrigerator cars, Mr. Armour quotes the recent opinion of the Interstate Commerce Commission which he says "fully justifies packer ownership." He quotes Mr. Hoover himself as expressing the opinion that such

car service is highly technical and needs adequate management.

As to both cars and stock yards, Mr. Armour says frankly that packers will not quarrel as to their ownership, provided service is given equal to that now had. Efficiency in their operation is absolutely essential to the industry.

Mr. Armour differs with Mr. Hoover on the comparison of packers' regulation with that of banks, railroads and insurance companies, and shows that they are not at all alike.

The part of Mr. Hoover's letter which should get the most attention, he says, is his warning that "mature thought must be given to the whole matter before enacting legislation." Such thought and understanding of actual conditions in the industry, he says, will bring conclusions in which packers themselves can readily concur.

Mr. Armour's statement follows:

Hoover's Opinions Deserve Consideration.

Herbert Hoover's successful administration of the world's food problems proves ability (Continued on page 30)

list now approaches a dominating proportion of the interstate business in several different food lines.

It is a matter of great contention as to whether these five firms compete amongst themselves, and the records of our courts and public bodies are monuments to this contention.

Entirely aside from any question of conspiracy to eliminate competition amongst themselves and against outsiders, it appears to me that these five firms, closely paralleling each other's business as they do, with their wide knowledge of business conditions in every section, must at least follow coincident lines of action and must naturally refrain from persistent, sharp, competitive action toward each other. They certainly avoid such competition to considerable extent.

Their hold on the meat and many other trades has become so large through the vast equipment of slaughter houses, cars and distributing branches, and banking alliances which each of the five controls, that it is practically inconceivable that any new firms can rise to their class, and in any event sharp competition between the few can only tend to reduce the number of five and not increase it.

Strategic Advantage as a Result of Growth.

Of equal public importance is the fact that their strategic advantage in marketing equipment, capital and organization must tend to further increase the area of their invasion into trades outside of animal products. Furthermore, as these firms are the final reservoir for all classes of animals, when the few yards where they buy become erratically oversupplied with more animals than their absolute requirements, it remains in their hands to fluctuate prices by mere refusal to buy, and not necessarily by any conspiracy. In other words, the narrow number of buyers undoubtedly produces an unstable market which reacts to discourage.

It can be contended, I believe, that those concerns have developed great economic efficiency, that their costs of manufacture and profits are made from the wastes of forty years ago.

The problem we have to consider, however, is the ultimate social result of this expanding domination, and whether it can be replaced by a system of better social character, and of equal economic efficiency for the present and of greater promise for the future.

It is certain, to my mind, that these businesses have been economically efficient in their period of competitive upgrowth. But, as times goes on, this efficiency cannot fail to diminish and like all monopolies, begin to defend itself by repression rather than by efficiency. The worst social result of this whole growth in domination of trades is the undermining of the initiative and the equal opportunity of our people and the tyranny which necessarily follows in the commercial world.

The Federal Trade Commission's recommendations fall into three parts:

(a) That the Railroad Administration take over all animal and refrigeration car services.

(b) That they take over the stock yard terminals.

(c) That the Federal Government itself take over the packers' branch houses, cold storage warehouses, etc., with view, I assume to the establishing of equal opportunity of entrance into distribution among all manufacturers and traders.

Favors Car and Stock Yards Control.

As to the first part of this recommendation, on car service, I am in full agreement, and may recall to you that soon after its installation we recommended that the Railway Administration should take over and operate all private car lines in food products. This has, to some degree, been accomplished through their car service division.

These arrangements are purely under war powers, and if the reforms proposed are to be of any value, they must be placed upon a permanent basis and not merely for the

war. There can be no doubt that the car services, in order to obtain the results desired and the greatest national economy, must be greatly expanded and must be operated from a national point of view, rather than from that of each individual railway. Moreover, they are highly technical services beyond the ordinary range of railway management, and need to embrace all cooled cars as well as meat cars.

Whether this service on a national scale should be conducted by the Government or by private enterprise, under control as a public utility, seems to be to require further thought and, in any event, to depend upon the ultimate disposal of the railway question.

As to the stock yards, I am in agreement that they should be entirely disassociated from the control of the packers. A distinction must be drawn between the stock yards as a physical market place and the buying and selling conducted therein. In the first sense, the complaints largely center around the exclusion not of buyers and sellers, but of the prevention of competitors from establishing packing plants whether upon land of the yards, or of obtaining track and other connections therewith.

The solution of this problem in permanent form will also depend upon the ultimate solution of the railway problem. If the Government should acquire the railways, it would

appear to me that it should, as a part of the system, acquire the yards. If the Government returns the railways to their owners, it would appear to me that these ends could be accomplished by appropriate regulation under the Interstate Commerce Commission, and this should be done ad interim.

As to the wrong practices between buyers and sellers, these would not be corrected by the Government owning or controlling the physical yards; they are, in fact, now under war regulations by the Department of Agriculture.

Opposed to Taking Over Branch Houses.

As to the recommendation that the Federal Government should at once take over the packers' branch houses, cold storage and warehouse facilities, I find much difficulty. I do not assume that the Trade Commission contemplates the Government entering upon the purchases and sale of meat and groceries at these establishments. Nor does it appear to me that the individual separate and scattered branch houses of the packers furnish any proper physical basis for free terminal wholesale markets.

In discussion with the independent packers, I find no belief that the packers' branch houses would serve as a basis of universal market service, and I find much difference of opinion as to public markets as a solution. (Continued on page 43.)

Thomas E. Wilson Sums Up the Situation

The following statement was issued by Thomas E. Wilson, president of Wilson & Co., in comment on the letter of Food Administrator Hoover:

"I am quite sure that a great deal of light has been developed on this subject within the past two months through investigations conducted by Committees in the House and Senate, and that a great many of the apparent evils as outlined by Mr. Hoover have been satisfactorily explained.

"Mr. Hoover's concurrence with the Federal Trade Commission's recommendations that the Railroad Administration take over the packers' cars was of course made before all the facts pertinent to the situation were brought out in the recent investigation, which showed conclusively: First, that the packers' cars were operated and maintained at a much higher degree of efficiency than ordinary railroad cars. Second, that no packer possessed all the cars he needed in his business, and had to depend upon the railroads and other private car lines to make up the deficiency, the remedy lying in the Railroad Administration or the railroads individually building sufficient refrigerator cars to make up whatever shortage existed.

"I think all concerned are of one accord as to the efficiency of the packing industry, as to the very low margin of profit per dollar of sales, running around 2 cents, and likewise the very low profit on the investment in the business as shown by the figures for 1918, which for the five packers show a profit of 1.6 per cent. per dollar of sales and 5.6 per cent. on the investment, which is less than the maximum allowed by the Food Administration, viz., 2½ per cent. per dollar of sales on the turnover, and 9 per cent. on the investment.

"In other words, the five principal packers are permitted by the Government to make over twenty-three million dollars more than they were able to do, which I think is conclusive within itself that there is no combination or agreement, and that the packers as a whole are in the most active competition with each other.

"I see no objection, but at the same time fail to see any economic advantage in the change in ownership or control of public market yards. But if it is thought advisable, I have no objection to Federal control, provided the same efficient management will be provided under such Government control.

Effect on the Producer and Consumer.

"Also I think it was clearly shown that

to disturb the present method of operation of the packing industry as a whole would be promptly reflected in the value of the live animal to the producer, and in all probability increased cost to the consumer, as it must be admitted that under present day operations the packers' profits are infinitesimal in the price of the beefsteak to the consumer.

"Under the present method of operation the livestock producer has an unlimited market for any kind or number of animals he may have to ship. This has the effect of furnishing him a stable and reliable market every day of the week, which could not possibly obtain if the packing business was conducted in smaller units throughout the country.

"In my opinion we have sufficient Governmental authority through the Department of Agriculture, and its Bureau of Animal Industry and Bureau of Markets, as well as the Federal Trade Commission, to insure the proper conduct of the packing business, as well as all other businesses.

"The recommendations of Mr. Hoover are similar to those made by the Federal Trade Commission after an ex parte hearing, before the packers had an opportunity of bringing out the facts. Mr. Hoover admits much that we have contended for; that is, no effort should have been made to solve the problem until the entire matter had been laid before Congress for a careful and searching investigation.

Did Not Know Facts When He Wrote.

"Mr. Hoover did not have the benefit of the facts as developed in the hearings when he wrote this letter, and I am quite sure that many of his recommendations would have been different, had he had an opportunity to have heard the packers' side of the situation.

"Mr. Hoover has touched upon the fact that the packers are a menace to the wholesale grocer business and to the canning industry. We have never planned nor considered supplanting the wholesale grocers, and our canning interests are too small to be of any danger whatever.

"In the last year Wilson & Co. canned but 1.38 per cent. of the salmon in the United States, and 2.68 per cent. of the corn; and 3.1 per cent. of the peas. There is one other packing concern in this line of business, and its percentages are also too small to form any menace."

BRAZIL TO LEAD THE WORLD AS MEAT PRODUCER

Reasons Given by Government Agent as Basis for Statement

(Special Correspondence of the National Provisioner)

St. Louis, Mo., February 12, 1919.

The remarkable development of the meat packing industry in Brazil during the war, and the aspirations of that country to become the world's largest meat producer, were discussed this week by Dr. Sebastiao Sampaio, the newly-appointed Brazilian Consul to the Middle West, with a representative of The National Provisioner.

Dr. Sampaio, former editor-in-chief of the *Journal de Commercio* of Rio de Janeiro—Brazil's biggest newspaper—is perhaps the best informed man on Latin-American affairs in America today. He was sent to the United States not merely to perform the ordinary functions of a consul, but to promote closer trade relations between Brazil and the Middle Western States of the United States. His headquarters will be the St. Louis consulate, but Dr. Sampaio will make frequent trips to other cities to acquaint American industry with the needs and capabilities of Brazil.

"Before the war," Dr. Sampaio said, "Brazil did not export a pound of meat. In 1917 we were one of the fourth largest exporters of meat. In ten more years, perhaps sooner, we will be the world's largest exporter of packing-house products."

"The story of the growth of the meat industry in Brazil is almost unbelievable. Before the war, when the question of developing the meat packing business was brought up, the almost universal answer was 'Brazil can hardly produce enough meat for home consumption, let alone exporting it.'"

Development of Meat Industry in Brazil.

"But necessity has proven a great teacher in Brazil. The effect of the war on the meat industry of the world is well known. Early in 1914 Brazil saw the light, and began to interest American capital in establishing packing-houses in Brazil. In a short time three big packing-houses were built, with 60 per cent of the capital coming from the United States."

"At the same time the Government and Brazilian industry co-operated to encourage the further investment of American capital, to protect such foreign interests, and to encourage the general development of the new industry."

"The exportation of livestock on the hoof was forbidden. All tax regulations were removed so far as the packing-houses were concerned. The quality of meat for export purposes was subjected to strict Government inspection. Steps for the development of the livestock industry also were taken, such as the importation of prize stock from the United States, Holland, Argentina and Australia for the improvement of domestic breeds and the prohibition, by a decree of May 15, 1918, of the slaughter of 'heifers or cows apt for reproduction under ten years of age.'"

"Of course, during the first year of the war the demand for meat for export purposes was so great that the Brazilian packers accepted almost any sort of cattle for slaughter. Now, however, quality is watched very closely."

Dr. Sampaio emphasized the point that the development of the meat packing industry in Brazil is an excellent example both of the

good consequences resulting from the investment of American capital in his country, and of the "power of Brazilian economics."

Why Brazil Has An Advantage.

Asked what gave him confidence in the belief that Brazil would within ten years become the world's greatest exporter of meats, Dr. Sampaio said the livestock industry in Brazil has an important advantage over the rest of the world in the matter of feed.

"Brazil by nature is best equipped for pastoral life," he said. "There is growing wild throughout hundreds of thousands of acres in Brazil today the best sort of fodder for livestock. When planted in new grazing lands this fodder spreads like wildfire. It also acts as a fertilizer in the production of special feeds."

"Though our country always was best adapted for stock-raising purposes, I must confess that we in Brazil did not realize this fact until it was forced on us by the war. It is because of these natural advantages that I say Brazil will shortly be the world's greatest meat producer."

"We are counting on American brains, American machinery and American capital to help us develop this industry. I am glad to say American interests in the packing-house business of Brazil is steadily increasing. During the last few days I have received a number of inquiries from American interests seeking extensive grazing lands in Brazil. In this connection it may surprise many Americans to know that Brazil is a larger country than the United States, larger by about 200,000 square miles."

"The development of Brazil's livestock industry is important to the United States also because of your needs for leather."

"Both the United States and Brazil will have to feed the European countries for many years to come. After the war of 1870 it took France ten years to rehabilitate her cattle stocks. Now it will take France and the other European countries a much greater period to bring their meat industries to their normal condition. Meanwhile there is a wonderful opportunity for the expansion of the American meat-packing industries. Needless to say, Brazil welcomes the interest of North Americans in this industry as well as in others."

Brazil's Exports of Meats.

Dr. Sampaio gave The National Provisioner the following figures on Brazil's exports of meat, from a tabulation just received:

Refrigerated Meats.	
Year and Weight.	Value.
1913	
1914, 1,415 kilos	\$275
1916, 33,660,936 kilos	7,000,000
1917, 66,451,967 kilos	16,000,000
1918 (Jan. to Aug. only), 45,751 tons	12,000,000
Salted Meats (Carne en Conserva).	
1914, 285,878 kilos	60,000
1916, 856,116 kilos	350,000
1917, 2,560,806 kilos	900,000
1918, (Jan. to Aug. only), 11,785 tons	4,000,000

A kilo is 2.2 pounds. The figures for 1915 were not available at the consulate at the time of writing.

It is significant that in 1918 the Brazilian government reports began to reckon the meat exports in tons rather than in kilos.

TEN PER CENT PACKING WAGE RAISE.

Packing house employees were given a 10 per cent advance by the decision of the arbitrator, Judge Altschuler, who announced the award on Monday at Chicago. This advance is retroactive to November 10. In addition, the award grants 2½ cents an hour raise to all workers under 21 years of age whose earnings are less than 42½ cents an hour.

Time and a half is given for overtime, with double time in certain instances. Overtime begins after eight hours and there is compensation also for men who are re-required to be at work before 5 o'clock in the morning.

The overtime scale becomes effective on March 2. The award applies to the plants of Armour & Company, Swift & Company, Morris & Company, Wilson & Company, and the Cudahy Packing Company throughout the country.

Counsel for the packers estimate that the award will cost the packers \$13,000,000 a year. About 85,000 employees will receive the retroactive advance.

PORK PRODUCTS TO NEUTRALS.

The War Trade Board announced on Thursday that pork and pork products have been removed from the "free list" of commodities exportable to Denmark, Norway, Sweden and European Holland, as set forth in W. T. B. R. 473, issued January 3, 1919. Licenses will be granted freely for the exportation of pork and pork products to the above-named destinations if the applications are otherwise in order, subject only to the condition that the appropriate import certificates have been issued and that the numbers thereof have been stated on the applications for export licenses.

BILL TO PROSECUTE FOOD AGENTS.

Representative Sanders of Louisiana introduced a bill in Congress on Feb. 15 making possible the bringing of both civil and criminal proceedings against officers, agents and administrators of the United States Food Administration. Mr. Sanders said his bill, while not directed at any individual or individuals, was calculated to crystallize numerous complaints of oppression and discrimination which have been made, having to do with the acts of local administrators especially who were overzealous in the exercise of authority conferred on them in war time.

MEAT PACKERS AT ATLANTIC CITY.

At a recent meeting of the Executive Committee of the American Meat Packers' Association it was unanimously decided to hold the 1919 convention, the fourteenth annual meeting, at Atlantic City, on October 13, 14 and 15. Headquarters will be in the Hotel Traymore. This is the first time the Association has met in the East with the exception of the meeting at Washington, D. C., in 1912.

PRACTICAL POINTS FOR THE TRADE

(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

RECIPES FOR SALAMI SAUSAGE.

A subscriber in Missouri writes as follows:
Editor The National Provisioner:

We would appreciate very much your giving us a formula for making a fancy air-dried as well as a good grade of smoked salami.

Following is a recipe for air-dried Milano salami: Use 30 per cent. extra lean beef, 50 per cent. "berliner" (extra lean pork) trimmings, and 20 per cent. fatbacks. To each 100 pounds of this mixture of meats use 3 pounds of salt, 8 ounces of white pepper, 1½ ounces garlic, 2 ounces of saltpeter and 2 ounces of sugar. Chop coarse, thoroughly mixing the seasoning with the meat and spread 48 hours in a temperature of 36 to 38 degs. Fahr. Then stuff in export hog bungs, and hang in a dry room, the temperature of which should be around 50 degs. Fahr. It requires from 4 to 6 weeks to dry, depending on the weather conditions. Tie with twine when ready to ship.

A high grade of German salami should be made up of 40 per cent. extra lean beef, free of sinews, 50 per cent. "berliner" (extra lean pork) trimmings, and 10 per cent. fatbacks. Season, per 100 pounds of this mixture of meats, with 3½ pounds of salt, 2 ounces of saltpeter, 10 ounces pure cane sugar, 1¼ ounces of garlic, 5½ ounces ground white pepper and 5 ounces whole white pepper. After rocking or chopping the meat medium fine, mixing in the seasoning meanwhile, spread the mass on boards in a temperature of 36 to 38 degs. Fahr. for 48 hours before stuffing in beef middles and tying. Then hang overnight in a dry room, the temperature of which should not be lower than 60 degs. Fahr., when it will be ready to go

to smoke. Smoke with hardwood for about 45 hours at a temperature of 75 to 80 degs. Fahr., and then raise the temperature to 110 to 115 degs. Fahr. for two or three hours, when the sausage should have a good red color and be ready to go to the dryroom, where it should hang from two to three weeks to be dry enough to ship.

ANSWERS TO INCOME TAX PROBLEMS.

(EDITOR'S NOTE.—This is the second of a series of answers to questions arising in connection with the enforcement of the new revenue tax law, particularly with reference to the income tax. These answers are written for The National Provisioner by Ralph H. Butz, and are copyrighted.)

Question—We conduct a retail business and would like to know the shortest method of finding the cost of goods sold during the year.

Answer—If you are buying and selling merchandise, you should find your profits for the year on the following basis: First, ascertain the gross sales or total cash receipts for the year. Then add together the inventory at the beginning of the year and the total amount of goods purchased during the year. From this sum subtract the inventory at the end of the year, and the result is the cost of goods sold. The cost of goods sold may then be deducted from gross sales, and the difference is the gross profit. From the gross profit may then be deducted the expenses of doing business, and the result is the net profit for the year. The following illustration will show how this is done:

Total amount of sales for year 1918.	\$100,000
Inventory January 1, 1918.	\$10,000
Goods purchased during 1918.	75,000
	85,000
Inventory Dec. 31, 1918.	11,000
Cost of goods sold.	74,000
Gross profit.	\$26,000
Cost of doing business (itemize these expenses).	17,000
Net profit.	\$9,000

Question—My wife receives an independent income. May she render the return for her income separately, or must her income

be included with mine on the report I render?

Answer—If the husband and wife each receive an independent income equal to or in excess of \$1,000, separate returns may be rendered. If, however, the income of either is less than \$1,000, but their combined income equals or exceeds \$2,000, a joint return should be rendered.

Question—May we claim depreciation on our stock of goods as a deduction from gross profit?

Answer—Depreciation on goods held for sale is not allowed as a deduction, but the dealer may claim depreciation on the property used for his business, delivery equipment, fixtures, and other necessary equipment. Depreciation on your stock of goods would probably be taken care of in your annual inventory, as you would not inventory the value of an article at twenty dollars if it were worth only ten dollars, even though it had cost you more than ten dollars.

Question—Our corporation carries life insurance policies on the lives of a number of the members of the organization. Is the premium paid on these policies deductible as an item of expense from the gross income? One of these policies matured during 1918 and the corporation received the face value. Must the amount thus received be reported as taxable income?

Answer—Premiums paid by corporations for insurance covering the lives of those interested in the business cannot be deducted from the gross income. The premium on such policies is in the nature of an investment rather than an expense, as the amount of premium paid will eventually be returned to the corporation, either through the death of the insured or when the policy matures.

To determine the amount of taxable income to be reported for the matured policy, find the total amount of premiums paid on this policy. Subtract this from the amount received at maturity, and the difference is the amount of taxable income to be reported from this source.

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New York and
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Official Organ American Meat Packers'
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A NATIONAL SHIPPING POLICY

One of the great problems following the end of the world war is the question of a readjustment of the world's shipping situation. Not only was the world's shipping heavily cut down by war's ravages, but the end of the Peace Conference will find the world's commercial map strangely unfamiliar in its rearrangement. The main effort of every big nation will be to rebuild its world trade.

To the United States this problem is doubly difficult, since it involves a decision both timely and wise as to its future policy on the matter of a merchant marine. It is therefore interesting to note that Harry A. Wheeler, President of the Chamber of Commerce of the United States, announced last week that he would name immediately a committee to make a comprehensive study of the entire shipping situation, with a view

to submitting a report to the membership of the Chamber. The committee will comprise all the interests involved in a proper consideration of a merchant marine policy, including shipowners, shipbuilders, shippers, agricultural interests, business men of varied interests, admiralty lawyers, etc.

The study will take in all of the problems confronting the country in the formulation of a merchant marine policy. It will include such questions as these:

Shall the Government continue to own and operate the tonnage in its possession and under construction on Government account?

If it does retain ownership shall it charter ships to operators?

If the ships are sold shall differentials in the emergency cost of construction and nominal values be absorbed or written off to admit competitive operation?

What, if any, differentials in operation other than cost of tonnage must be met by changes in regulations or amendments to the laws to provide assured success in competitive operation?

What tonnage would be available for sale to private owners and how could its acquisition be financed?

How should tonnage, if turned back to private operators, be distributed as respects ocean transportations, coastwise shipping and lake transportation?

If the Government retains ownership and operates tonnage what definite shipping routes should be established and what sort of tramp service should be built up?

The purpose of the study, as explained by Mr. Wheeler, is to ascertain just what the country desires in the way of a shipping policy and to learn what the business interests of the nation believe is the best procedure. Mr. Wheeler's announcement was made after the conference with Chairman Hurley of the Shipping Board, who has asked the Chamber's aid in outlining a policy that will work to the best interest of the entire nation.

THE ECONOMIC BOYCOTT

It is said in Washington that American financial and trade representatives now in Europe have devised extensive plans for using the economic boycott as a weapon against nations failing to abide by decrees of the proposed League of Nations. According to official information, they are preparing to urge upon the Peace Conference adoption of measures making possible close international co-operation in the application of economic principles to replace the use of armed force to a great extent.

No specific machinery for putting into effect measures of economic boycott has been agreed upon, even by the American representatives, pending further development of the plan for the League of Nations. It has

been suggested, however, that some sort of an international trade commission be established to gather information concerning commercial, industrial and financial operations of each country.

Officials of the Treasury, Department of Commerce, and War Trade Board familiar with the plans of the American representatives at Paris said this body might be entrusted with powers to investigate unfair trade practices, which might easily develop into international irritation and war, as well as to set in motion the economic forces against nations transgressing international agreements.

Under the American plan, manipulation of the supply of raw materials, the purchase of manufactured products, and financial arrangements between countries would be the principal means of effecting a boycott. If these measures could be made thoroughly effective, American representatives believe, they would often eliminate the necessity of using armed force.

The International Commission also might develop broad constructive power to work out better plans for international financial co-operation, such as the establishment of a foreign exchange gold pool and standardization of the multitude of trade laws and practices. The International High Commission, including only North and South American nations, might be taken as a pattern for development of some of the functions.

Officials said the American plan, which will be unfolded gradually and subjected to general discussion, would necessitate continued co-operation between the Government and business in this country, and possibly modifications of the anti-trust laws or their application.

SHOULD EAT MORE MUTTON

An appeal is to be made to the American people to eat more lamb and mutton, in a campaign being planned by S. W. McClure, secretary of the National Wool Growers' Association. Prejudice against lamb consumption was created two years ago, when well-intentioned food conservation enthusiasts inaugurated an eat-no-lamb campaign on the theory that a lamb, if matured, meant more meat and wool. This prejudice, which still exists, will be overcome. Otherwise the sheep industry cannot thrive.

At present 80 per cent of the lambs raised west of the Alleghenies must find a market at the Atlantic seaboard, Chicago being the only community in the Mississippi Valley consuming any considerable quantity of that meat. If the American people could be educated to eat 25 per cent of the per capita consumption of England, stocks in the United States could be safely trebled in number, with assurance of profit to the grower.

TRADE GLEANINGS

George W. Faulkner has been made manager of the North Packing & Provision Company at Boston, Mass.

The Acme Food Products Corporation, Wilmington, Del., has been incorporated with a capital stock of \$200,000.

The Beechnut Packing Company, Canajoharie, N. Y., will erect an addition to its plant to cost \$250,000. Contract has been let.

The Farmers' Co-operative Packing Company, Wausau, Wis., has changed its name to the Wisconsin Packing Company and increased its capital to \$450,000.

Fire discovered in the hull storage house of the Temple Cotton Oil Mill, Temple, Tex., caused damage estimated at between \$3,000 and \$4,000 before it was brought under control.

Damage amounting to \$4,000 was done to the plant of the Pontiac Packing Company, Pontiac, Mich., by fire which started in the smoke-room. Nearly a ton of meat was destroyed.

The meat packing plant of the Cape Fear Packing Company on the Cape Fear River, six miles from Wilmington, N. C., has begun operations. The plant cost approximately \$450,000 and is headed by G. Herbert Smith.

Seven Products Company, Inc., New York, N. Y., to manufacture food products, chemicals, etc., has been incorporated with a capital stock of \$30,000 by John J. Jones, Manuel Munoz, K. V. Hayes, 9 East Fortieth street, New York, N. Y.

American-Lettish Commercial League, Inc., New York, N. Y., to deal in cattle, meat products, etc., has been incorporated with a capital stock of \$50,000 by Gustav Danzla, J. J. Kalnin, Charles A. Carol, 72 Forty-fifth street, Corona, N. Y.

The Haiti Manufacturing Corporation, New York, N. Y., to deal in oils, soaps, etc., has been incorporated with a capital stock of \$100,000 by H. T. Hyland, 29 West 104th street; W. L. Weller, 170 West 97th street, and J. H. Richards, 128 Broadway, New York, N. Y.

The Municipal Waste Disposal Company, Inc., garbage and sewage disposal business, has been incorporated with a capital stock of \$50,000 by W. H. Tibbals, 3400 Midland avenue, Syracuse, N. Y.; D. S. Hunt, DeWitt, N. Y., and S. G. Daley, 115 Kellogg street, Syracuse, N. Y.

H. L. Forhan Company, Portland, Maine, to raise and deal in fruits, vegetables, provisions, etc., prepare same for market; catch and deal in fish, lobsters, operate factories, etc., wharves, vessels incident to said business, has been incorporated with a capital stock of \$150,000.

ST. LOUIS TRADE NOTES.

Swift & Company will alter their cooler at No. 2816-22 North Broadway, St. Louis, at a cost of \$3,500.

The two-story concrete hog house of Morris & Company at East St. Louis, Ill., part of which was recently destroyed by fire, will be reconstructed at a cost of \$35,000, according to an announcement made by John Downey, superintendent of construction. The reconstruction will involve the addition of a second story to the concrete hog house, which measures 122 by 334 feet.

Meat packers who are interested in Mexican trade will be interested to hear that William F. Saunders, former secretary of the Missouri State Council of National Defense, has been appointed representative in the United States of the Chamber of Commerce of Mexico. Mr. Saunders will make his headquarters in the Commercial Building, St. Louis, and his office will act as a clearing house of information for all American manufacturers who are now dealing with Mexico or who contemplate doing so.

It is estimated that the packing companies at East St. Louis, Ill., will have to increase

their aggregate payrolls by about \$900,000 a year as a result of the increase granted to workmen by the decision of Judge Alschuler in Chicago, and that the East St. Louis packing house workers will receive about \$225,000 in back pay.

Thomas J. Halpin, resident manager of the American Glue Company at St. Louis, Mo., has been appointed by Federal Judge Dyer as receiver for the Mathiason Glue Company, against which a petition in bankruptcy has been filed by the National Glue Company, of Boston, which has a claim of \$50,000 against the Mathiason company. Mrs. Gertrude Mathiason, president of the Mathiason Glue Company, and the T. B. Mathiason Manufacturing Company were also made defendants in the suit, and they are to be allowed to purchase 30,000 pounds of the glue on hand at 10 cents a pound.

The capital stock of the Gerst Brothers Meat Company, of No. 3823 Lucky street, St. Louis, Mo., has been increased from \$8,000 to \$125,000 as the first step in a reorganization of the company preliminary to an expansion of its business. Several new men are coming into the company, John Gerst, president of the firm, said, but the details of the reorganization will not be announced until they are perfected, which probably will be within the next fortnight. The Gerst company, which has been making additions to its plant right along during the last year, will also build an additional cooler and lard room at a cost of approximately \$20,000. The company has been confining its operations to St. Louis, but will go into adjacent territory for additional trade when the reorganization is completed, Mr. Gerst said.

PHILADELPHIA MEAT VETERAN GONE.

M. J. Kelly, head of the old-time Philadelphia meat firm of that name, died at his home in Philadelphia on February 17. Mr. Kelly was famous in the meat trade of that city as a judge of prime beef, as well as a man of high business standing and personal integrity. He had established his business there in 1874, and it was only six years ago that he retired from active connection with it, leaving his three sons in charge. He did not drop out entirely, however, but continued to buy prime beef, of which he was considered the best judge in the city, and this served to occupy his time and give him the activity he desired.

Mr. Kelly was a real pioneer, for when others were holding aloof and condemning "western killed" meats, he contended strongly that it was the future source of supply, and his foresight was correct, as always. He had always been known and consulted for his views on the market, having a wonderful ability to foresee market conditions. With Thomas Bradley he was the first man to sell western killed meat, which entailed many vicissitudes, and much calumny from competitors in those days.

The firm will now consist of his three sons—John A., who is with the Army of Occupation in Europe; Joseph M., and Leo A. who will be the manager and nominal head, the capacity he has acted in for some time, and the same firm title will be retained.

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Hartford City Paper Company

Hartford City, Indiana

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Export Demand Liberal—Hog Movement Good—Prices Firm—Discussion of Hog Price—Small Packers Form Export Association.

A very interesting development has taken place this week in the provision situation, in the suggested formation at Chicago of an export corporation, under the Webb-Pomerene law. At a meeting of smaller packers on Wednesday they were asked to take steps toward the tentative formation of such export association. The meeting was presided over by Mr. Snyder, of the Meat Division of the Food Administration, who explained that as the Meat Division would soon cease to allot foreign orders, the small packers might find it advisable to make such export association. The small packers have handled 38 per cent of the pork products allotted by the Food Administration.

The question of the stabilization of hogs was discussed to some extent, and the meeting unanimously approved of the continuation of the stabilization, when Mr. Snyder expressed belief that the markets would advance instead of decline if stabilization was discontinued. He also stated that the allocation of orders by the Food Administration would probably cease in a short time, but this does not mean that the demand will in any way fall off. In his opinion, the demand would exceed the supply for the next two years. He also made the statement that the allotments to the small packers equaled the combined allotments to Armour & Company and to Swift & Company.

The movement of hogs during the week has again been very heavy, and packing continues on a large scale, but the movement is not overwhelming as it was at one time, so that it is being cared for fairly easily.

Packing of hogs for the week ending February 15 was 802,000, against 685,000 the previous week and 861,000 last year; winter season to date 14,731,000, against 10,566,000 last year.

The mid-month statement of product stocks showed a decrease in supplies, both in new lard and other lard, which attracted considerable attention. This statement follows:

	Feb. 15, 1919.	Feb. 1, 1919.	Feb. 15, 1918.
Mess pork, reg., bbls.	1,406	1,892	1,313
Mess pork, old, bbls.	2,673	2,046	.....
Lard, new, lbs.....	20,642,080	23,246,079	6,971,273
Lard, old, lbs.....	4,454,337	5,896,722	5,618,788
Other lard, lbs.....	14,847,996	23,311,402	7,744,847
Short rib sides, lbs.	778,530	1,223,948	9,580,725
Extra S. C. sides, lbs.	1,008,668	2,096,593	4,492,060

The report of the Bureau of Markets as to stocks of product in the entire country did not show the gains that had been anticipated, in view of all the talk of enormous amounts of product on hand. There was a decrease of 5,000,000 lbs. of beef, and also a decrease in the supply of mutton; there was, however, an important increase in stocks of all hog products, frozen pork gaining 42,000,000 lbs., dry salt pork 85,000,000 lbs., pickled pork 87,000,000 lbs., lard 31,000,000 lbs. and other meats 5,000,000 lbs. The total gains in the stocks of lard and meats of all kinds were 247,000,000 lbs. As the average dressed weight of hogs has this season been 167.6 lbs., the total increase in the stocks of product represented but little more than the increased packing for the month, compared with last year. The detailed comparisons of the statement of the Bureau of Markets follows:

REPORT OF STOCKS OF FROZEN AND CURED MEATS, FEBRUARY 1, 1919.

Product.	Reported for Feb. 1, 1919. Pounds.	Estimated Holdings Storages	Reported for Jan. 1, 1919. Pounds.
Beef, frozen	288,851,476	.....	297,379,449
Beef, cured	36,293,690	34,208	35,741,487
Lamb & mut. fra.	11,505,350	1,012,250	12,504,428
Pork, frozen	102,809,793	2,479,030	61,369,126
Pork, dry salt	457,013,785	1,832,467	355,192,528
Pork, pickled	392,373,140	754,750	302,301,713
Lard	135,522,426	142,066	103,896,302
Meats, misc.	137,635,631	855,126	128,380,111

COMPARISON OF STOCKS OF FEBRUARY 1, 1919, WITH THOSE OF FEBRUARY 1, 1918.

(Includes totals for those storages reporting for both dates.)

Product.	Feb. 1, 1918. Pounds.	Feb. 1, 1919. Pounds.	Increase or Decrease. Pounds.
Beef, frozen	265,301,144	282,226,006	+ 16,925,462
Beef, cured	36,905,136	36,144,373	- 760,761
Lamb & mut. fra.	5,592,541	10,534,669	+ 5,242,128
Pork, frozen	52,552,709	99,674,081	+ 46,821,372
Pork, dry salt	342,177,373	447,572,362	+ 105,394,989
Pork, pickled	320,064,892	390,818,988	+ 70,754,096
Lard	58,147,535	127,448,579	+ 69,301,044
Meats, misc.	55,058,221	95,301,976	+ 39,643,755

(Continued on page 35)

HOGS PLENTIFUL BUT DEMAND GOOD.

World's Need of Meats Will Keep Market Stabilized for Some Time to Come.

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, February 19, 1919.—Hogs are plentiful this week. Embargoes have been removed in Eastern States and to a great extent in all the districts. The removing of embargoes and the changing of farm renters from one place to another is bringing about what we consider the last rush of the winter crop of hogs to market, and by the first of March we expect to see the receipts of hogs reduced very materially.

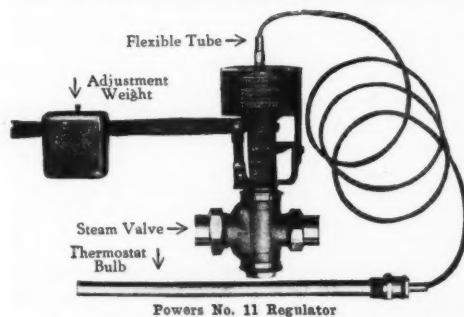
The demand still continues good for hog products. Last week's shipments were the greatest on record. The decrease in the stocks of lard in Chicago for the first half of February of about 13,000,000 pounds shows the tremendous demand for lard. This is an unusual decrease in lard for the month of February.

The Eastern packers have been very liberal buyers of hogs in this market recently. Last week they took around 51,000 hogs out of the Chicago market. The same week last year they took around 32,000, and for the whole month of February last year the shipments of hogs out of the Chicago market were 114,000. We expect to see the East taking 65,000 to 70,000 hogs per week out of the Chicago market within the next 30 days. This will put the market in a very strong position.

There is considerable talk as to the fixing of a minimum for March. We have thought that it would not be necessary to fix any minimum prices on hogs during that month, and we still feel that way. A minimum may be fixed as a precautionary measure against any break in the market for the first part of March due to a fairly liberal run of hogs. The first week in March might bring a good supply of hogs, but from the information that we gather from country shippers the middle of March will see the crop well marketed.

The cattle and sheep markets are very strong again this week. Lambs are especially high. Top on best cattle this week is 20c. and the top on lambs today is 18¼c., with a likelihood of a still higher price before the end of the session.

(Continued on page 36.)



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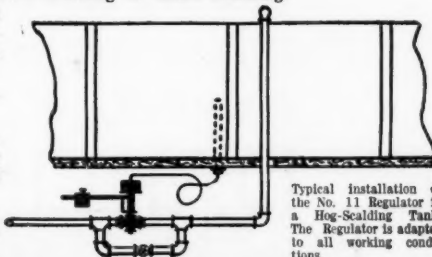
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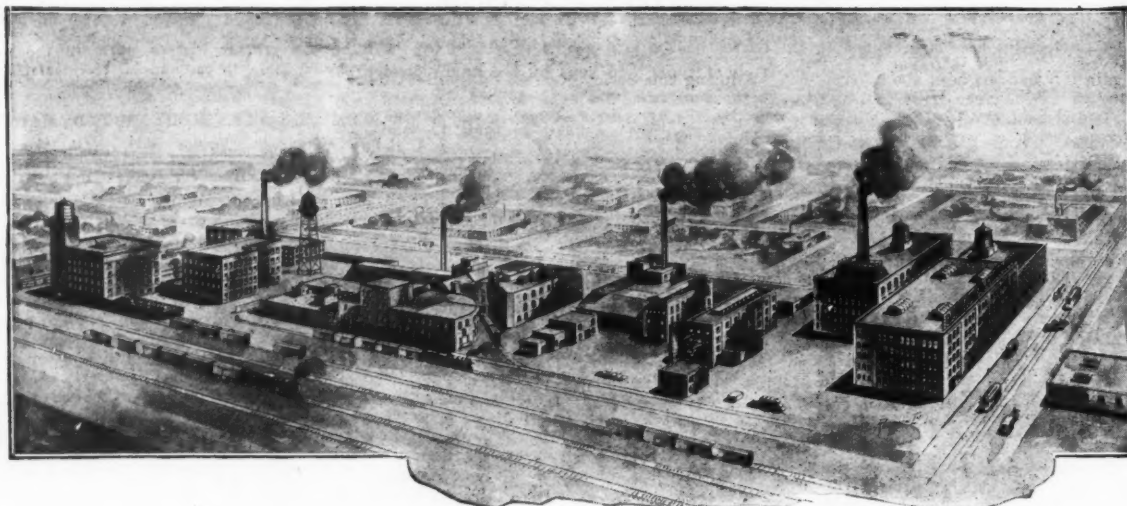
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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market has shown considerable improvement from the extreme low point; the gain in price has been about a cent a pound, but at the advance trade has been dull, and there appears to be only a very limited interest at the higher level of prices. This is, possibly, due to the position of the soap trade, which appears to be suffering from the over-bought position of the distributing trade, and is meeting with very slow business at present, and with evidence of easing prices. The position of glycerine is also very unsatisfactory, and is practically at the low point of the decline. The drop in glycerine from the high point of 68c. to the low point of 9c. was an extremely unsettling factor in the situation. The production of tallow has been heavy the past year, and stocks are still large in all positions. Production is expected to continue heavy, with the large movement of cattle, but on the other hand the enormous production of oleo-margarine makes a tremendous demand for oleo oil, and helps in the distribution.

Prime city tallow in the local market is quoted at 8½c., with city specials, 9½c.

OLEO STEARINE.—The position of the stearine market continues quiet, with but little change. Demand the past week has again been of limited volume, with buyers showing but moderate interest, and prices exhibit but slight change. Oleo is quoted at 14c.

OLEO OIL.—Market quiet and firm. Extras are quoted at 31@32c., according to quality.

NEATSFOOT OIL.—The market is dull with little change in the situation. Prices are quoted 20 cold test, \$1.75@1.80; 30 degrees at \$1.50@1.55, and prime, \$1.35@1.40.

GREASE.—Market dull, but firmer. Yellow, 7¼@7½c.; bone, 9@9½c.; house, 7½@8¼c.; brown, 6¾@7¼c.

SEE PAGE 20 FOR LATER MARKETS.

INCREASED HOG MARKETING.

Increased production of hogs during 1918 has been reflected at market centers during the past several months by an augmented volume of receipts at practically all points. Figures have been compiled by the Bureau of Markets showing hog receipts at fifteen markets during October, November and December, 1918, and January, 1919, with comparative figures for the corresponding period a year ago. The receipts for the four months' period at these markets—Buffalo, Chicago, Cincinnati, Cleveland, East St. Louis, Indianapolis, Kansas City, Louisville, Milwaukee, Nashville, Omaha, Pittsburgh, St. Joseph, St. Paul and Sioux City—totalled 15,404,855, compared with 11,640,059 a year ago, an increase of 32 per cent the past four months.

The numerical increase was almost four million head, or an average of practically one

million a month. The Chicago market alone showed an increase of more than one million head during this period, a gain of 39 per cent, but there were greater relative gains in marketing at some of the other points. Of the markets mentioned the following showed increases of more than 30 per cent during the four months' period: Kansas City, 76 per cent; St. Joseph, 68 per cent; Milwaukee, 57 per cent; Omaha, 52 per cent; Chicago, 39 per cent; East St. Louis, 37 per cent; Nashville, 33 per cent; Cincinnati, 31 per cent. Pittsburgh alone showed a decrease, the loss at that market being about 16,000 head.

EXPORTS OF PROVISIONS

Exports of provisions from the Atlantic and Gulf ports for the week ending February 15, 1919, are reported as follows:

PORK, BBLs.			
To—	Week Ended Feb. 15, 1919.	Week Ended Feb. 16, 1918.	From Nov. 1, '18, to Feb. 15, 1919.
United Kingdom..	45	.....	270
Continent	436	.....	1,482
So. & Cen. Am....	.....	.....	3,083
West Indies .....	.....	.....	5,283
Br. No. Am. Col..	.....	.....	3,277
Other countries...	.....	.....	142
Total	481	.....	13,487

BACON AND HAMS, LBS.			
United Kingdom..	24,800,000	7,964,000	170,257,000
Continent	26,189,000	2,644,000	259,900,000
So. & Cen. Am....	.....	.....	323,000
West Indies .....	.....	.....	1,869,000
Br. No. Am. Col..	.....	.....	162,000
Other countries...	.....	.....	96,000
Total	50,989,000	10,608,000	432,597,000

LARD, LBS.			
United Kingdom..	7,164,000	3,314,000	68,484,000
Continent	11,206,000	.....	62,312,000
So. & Cen. Am....	150,000	.....	4,029,000
West Indies	388,000	.....	2,922,000
Br. No. Am. Col..	.....	.....	207,000
Other countries...	.....	.....	80,000
Total	18,910,000	3,314,000	138,084,000

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York	481	29,342,000	12,148,000
Portland, Me. ..	.....	5,572,000	67,000
Boston .....	.....	5,603,000	3,228,000
Philadelphia .....	.....	.....	971,000
Baltimore .....	.....	.....	1,908,000
New Orleans .....	.....	.....	538,000
St. John, N. B. ..	.....	10,472,000	53,000
Total week	481	50,989,000	18,910,000
Previous week....	1,269	65,093,000	14,429,000
Two weeks ago...	1,280	53,202,000	10,919,000
Cor. week last y'r	.....	10,608,000	3,314,000

COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '18, to Feb. 15, '19.	Same time last year.	Increase.
Pork, lbs.	2,997,000	1,453,000	1,544,000
Bacon and hams, lbs.	432,597,000	153,213,000	279,384,000
Lard, lbs.	138,084,000	54,712,000	83,372,000

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, February 20.—Quotations on green and sweet pickled meats, f.o.b Chicago, loose, are as follows:

Regular Hams—Green: 8@10 lbs. ave., 26¾c.; 10@12 lbs. ave., 26¼c.; 12@14 lbs. ave., 26c.; 14@16 lbs. ave., 26c.; 16@18 lbs. ave., 26c.; 18@20 lbs. ave., 26c. Sweet pickled: 8@10 lbs. ave., 26¾c.; 10@12 lbs. ave., 26¼c.; 12@14 lbs. ave., 26c.; 14@16 lbs. ave., 25¾c.; 16@18 lbs. ave., 25¾c.; 18@20 lbs. ave., 25¾c. @26¼c.

Skinned Hams—Green: 14@16 lbs. ave., 27¼c.; 16@18 lbs. ave., 27¼c.; 18@20 lbs. ave., 27¼c.; 20@22 lbs. ave., 27c.; 22@24 lbs. ave., 26¾c. Sweet pickled: 14@16 lbs. ave., 27¼c.; 16@18 lbs. ave., 27¾c.; 18@20 lbs. ave., 27¼c.; 20@22 lbs. ave., 27c.; 22@24 lbs. ave., 26¾c.

Picnic Hams—Green: 4@6 lbs. ave., 20c.; 6@8 lbs. ave., 19½c.; 8@10 lbs. ave., 19c.; 10@12 lbs. ave., 18¾c. Sweet pickled: 4@6 lbs. ave., 20c.; 6@8 lbs. ave., 19½c.; 8@10 lbs. ave., 19c.; 10@12 lbs. ave., 18¾c.

Clear Bellies—Green: 6@8 lbs. ave., 33c.; 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 29½c.; 14@16 lbs. ave., 29c. Syet pickled: 6@8 lbs. ave., 31c.; 8@10 lbs. ave., 30c.; 10@12 lbs. ave., 29c.; 12@14 lbs. ave., 28c.; 14@16 lbs. ave., 27c.

PORK CUTS AT NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, February 21, 1919.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 33@34c.; green hams, 8@10 lbs. ave., 28½c.; 10@12 lbs. ave., 27½c.; 12@14 lbs. ave., 27½c.; 14@16 lbs. ave., 27½c.; 18@20 lbs. ave., 27c.; green clear bellies, 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 30c.; green rib bellies, 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 29c.; S. P. clear bellies, 6@8 lbs. ave., 28½c.; 8@10 lbs. ave., 29c.; 10@12 lbs. ave., 29c.; 12@14 lbs. ave., 28½c.; S. P. rib bellies, 10@12 lbs. ave., 28c.; 12@14 lbs. ave., 28c.; S. P. hams, 8@10 lbs. ave., 29c.; 10@12 lbs. ave., 29c.; 18@20 lbs. ave., 30c.; city steam lard, 25½-¾c., nom.; city dressed hogs, 24¾c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 29c.; 10@12 lbs. ave., 28c.; 12@14 lbs. ave., 27c.; 14@16 lbs. ave., 26c.; skinned shoulders, 23c.; boneless butts, 28c.; Boston butts, 25c.; lean trimmings, 22c.; regular trimmings, 15c.; spare ribs, 16c.; neck ribs, 6c.; kidneys, 8c.; tails, 12c.; snouts, 6c.; livers, 2c.; pig tongues, 17c.

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OIL TRADE PROTESTS EXPORT BAN.

An adjourned meeting of representatives of the oil and fats trade on the New York Produce Exchange was held on Wednesday to take action on a resolution protesting against export restrictions on fats and oils, and to demand Government protection for the right of trading with neutral countries, which has been interfered with by the war, and thus far has not been restored.

M. B. Snevily, chairman of the oil and fats committee of the exchange, presided. The meeting listened to a lengthy statement by Dr. B. E. Reuter, formerly head of the Fats and Oils Division of the United States Food Administration, as to the actual status of the oil and fat situation in this country. Dr. Reuter seemed surprised when President Edward Flash, Jr., of the exchange, said that on a recent visit to Washington he had been

told that the existing embargo on oil exports was purely political, for the purpose of exerting pressure on Germany. Dr. Reuter supposed the embargo had been removed, and that trading was permitted.

Dr. Reuter gave the following figures showing stocks of oils in this country on January 1 of this year, compared to a year ago:

	Jan. 1, 1918	Jan. 1, 1919
Cotton seed oil.....	285,000,000	275,000,000
Cocanut oil	48,000,000	196,000,000
Soya bean oil.....	23,000,000	152,000,000
Copra (short tons)...	45,000	62,000
Lard	64,000,000	85,000,000
Tallow	71,000,000	73,000,000
Greases	32,000,000	84,000,000
Oleo oils	41,000,000	16,000,000
Stearine	4,000,000	17,000,000

Dr. Reuter said that taking the country as a whole the stocks were not unduly large, because consumption had been growing. Im-

port embargoes, in his opinion, had not been required to meet the situation. When one commenced embargoing a certain commodity one had to continue to embargo others, and an endless chain of embargoes was soon formed. The Oriental, moreover, would sell his oil somewhere.

It was reasonable to suppose, said Dr. Reuter, that this country could sell fats and oils to Europe as advantageously as other countries. He doubted whether there were a shortage, taking the world as a whole. The shortage was chiefly in certain areas, that of the Central Powers notably. But whether the demand would soon be great from those countries was an open question. They had been accustomed to the rationing system, and might buy sparingly for some time, hoping for prices to drop.

He had much of interest to say with regard to the new oils that had come into use during the war and through war conditions. In some cases the substitute oil bade fair to become the ordinary commodity and vice versa. The soap and the lard substitutes industries were now using about 2,500,000,000 pounds of fats and oils per annum.

The meeting unanimously adopted a resolution protesting against interference with neutral trade and asking government protection for this trade. The contention in the trade is that as the stocks on hand have been greatly increased, on Government request during the war period, ways and means should be found for expanding exports now that the armistice has been signed and the war is virtually over. It is pointed out that imports in the last fiscal year totaled 1,023,321,184 pounds of vegetable oil, as against 326,407,433 pounds in the fiscal year 1914, the last pre-war year. The impossibility, under existing conditions, of exporting any substantial portion of the present stocks is said to have already resulted in price depreciation of more than 25 per cent.

To help the trade it is now proposed that the government use its good offices to have American oils sold abroad, especially in Europe. It has been reported that Great Britain is about to furnish the Central Powers with \$50,000,000 worth of fats, part of which the British Government is expected to buy here.

The trade contends that if American fats are going into Germany the transaction should be direct and not through English agents. To the end that the American trade be put on an equal footing with other trade interests abroad, the resolutions were passed requesting that the government exert its influence in behalf of the American trade.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, February 20, 1919.—Latest quotations on chemical and soapmakers' supplies are as follows: 74 to 76 per cent. caustic soda, 3@3¼c. lb.; 60 per cent. caustic soda 3c. lb.; 98 per cent. powdered caustic soda, 4¼@4½c. lb.; 48 per cent. carbonate of soda, 1¾@2c. lb.; 58 per cent. carbonate of soda, 1¾@2c. lb.; talc, 2¼@2½c. lb.; silic, \$16@17 per 2,000 lbs.

Clarified palm oil in casks, nom., 20@25c. lb.; yellow olive oil, \$2.75@3 per gal.; Cochin cocoanut oil, 18@18½c. lb.; Ceylon cocoanut oil, 15½@16c. lb.; cottonseed oil, \$1.56@1.57 gal.; soya bean oil, 13½@14c. lb.; corn oil, 15½@16c. lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.61@1.62½ lb.

Prime city tallow (special), nom., 9½c. lb.; dynamite glycerine, nom., 14¾@15c. lb.; saponified glycerine, nom., 11@11½c. lb.; crude soap glycerine, nom., 10@10½c. lb.; chemically pure glycerine, nom., 18@18½c. lb.; prime packers' grease, 7½@8c. lb.

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and The Mississippi Cottonseed Crushers' Association.

Situation Unsettled—Tone Steadier—Export Situation Not Clear—Difficulties of Freight and Finance—Grievances of Trade.

The vegetable oil trade has been struggling with serious difficulties as to the situation and possible distribution of the stocks of oil. Strenuous efforts have been made from time to time to get action by the Government in furthering the export movement of oils. The trade held a meeting last Friday, at which the situation was discussed, and another meeting was held this week, at which Dr. B. E. Reuter, of the Fats and Oil Division of the Food Administration was present and made an extensive statement regarding the supplies of oils and the exports and manufacture of oils. Mr. Reuter read extracts from a pamphlet now being printed at Washington, in which there will be a very comprehensive statement made as to supplies, manufacture, imports and distribution of oils—animal and vegetable—showing the use in different trades and the amounts produced in this country and imported from abroad.

Mr. Reuter's statements as to the imports of oil were taken from the reports of the Department of Commerce, and, as has frequently been pointed out, showed the enormous increase in supplies brought into this country. He was quite clear, however, in his statement that the imports were absolutely needed and that but for the enormous imports there would not have been sufficient supplies of oils to meet the tremendous requirements. He gave figures showing the

consumption of soya-bean oil in lard substitutes, which has advanced from about a million pounds in 1914 to 56 million pounds the past year, and also showed the enormous increase in the use of coconut oil in the same way. The margarine production has increased from 95,000,000 lbs. in 1912 to 318,000,000 lbs. in 1918.

The remaining stocks of foreign oils in the country at the end of the year, as well as the amount of animal fats, was extremely interesting. He gave a statement, in millions of pounds, of stocks of cottonseed, coconut and soya-bean oils, and of copra in thousands of tons, and also the stocks in millions of pounds of lard, tallow, greases, oleo-oil and stearine. The statement of vegetable oils follows:

STOCKS IN MILLIONS OF POUNDS.					
	Cotton Seed Oil.	Coconut Oil.	Soya Bean Oil.	*Copra Tons.	
Jan. 1, '18....	285	48	23	45	
Apr. 1, '18....	332	60	50	55	
July 1, '18....	336	87½	50	89	
Oct. 1, '18....	175	143	82	65	
Jan. 1, '19....	270	196½	152½	62	

*Thousands of short tons.

STOCKS OF ANIMAL FATS IN MILLIONS OF POUNDS.					
	Lard	Tallow	Grease	Oleo Oil	Stearine
Jan. 1, '18....	64	71	32	44	4
Apr. 1, '18....	84	57	35	19	18
July 1, '18....	94	66	39	18	10
Oct. 1, '18....	67	64	41	25	18
Jan. 1, '19....	85	73	84	16	17

The position of the export market in vegetable oils is still extremely undefined. While some improvement has been noted, and some business has been done, exporters are still struggling with the question of price, import permits, freights and finance, and where one item works out, another item seems to hold up. As repeatedly stated, an extremely important factor is the question of finance and credits, and if this can be straightened out, either through the granting of additional credits from this country, or action of importing countries, the other factors will be by no means as serious as apprehended.

There is some improvement in the tone of the market, and moderate gains in price. The pressure seems to have culminated on soya-bean oil, with a moderate rebound in values, and there is also a change for the better in coconut and peanut oil. The position of coconut oil seems to be substantially unchanged. The action of the cottonseed oil interests at Washington this month indicates that there will be no change in the stabilizing position this season, which position was reiterated by Mr. Reuter, in his statement before the oil trade on Wednesday. This will relieve a great deal of apprehension, and have a direct influence on the tone of the market, and possibly on the distribution.

The cottonseed oil monthly statement was issued this week, and showed that the situation was certainly not serious in cottonseed oil: the distribution has been much greater than the trade has been willing to credit. With receipts of cottonseed at the

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mills in excess of last year, the crush has been in excess of last year, so that the amount of seed remaining on hand is 34,000 tons less than a year ago. The amount of crude oil produced has been 2,000,000 lbs. less than last year, but shipments of crude oil from the mills have been 57,000,000 lbs. more and the amount on hand is now 11,000,000 lbs. less than last year. The increase in the production of refined oil has been 41,000,000 lbs., while stocks are only 24,000,000 lbs. more than last year, showing a distribution in excess of last year for the season to date. This increase in the distribution is the result of the increase in exports, which have gained 27,000,000 lbs. over a year ago. The comparisons for the season, for the past three years, follow:

(000 omitted).	1919.	1918.	1917.
Cottonseed—Tons			
Rec'd at mills, Aug. 1 to Jan. 31	3,628	3,563	4,083
Crushed, same time	2,827	2,711	2,922
On hand, Jan. 31	841	875	1,170
Cottonseed oil—Lbs. (000000 omitted).			
Crude produced, Aug. 1 to Jan. 31	815	817	889
Shipped out, same time	735	678	777
On hand, Jan. 31	137	148	113
Refined produced, Aug. 1 to Jan. 31	605	564	680
On hand, Jan. 31	232	208	261
Cottonseed Oil—Lbs. (000 omitted).			
Imported, Aug. 1 to Jan. 31	9,626	5,019	2,056
Exported, same time	53,350	23,034	71,858

SOYA BEAN OIL.—The market is firmer with some improvement in the demand. A better feeling is also noted on the coast and oil in sellers' tanks is quoted at 10½¢@10¾¢, prompt shipment. Spot is quoted at 12¼¢@13¼¢.

PEANUT OIL.—Demand for this oil is quiet all around and prices are nominally unchanged. Domestic crude is quoted at 14@14½¢, in buyers' tanks, and Oriental oil at 15¼¢@15½¢, sellers' tanks. Edible spot in bbls., 20@21¢.

CORN OIL.—Demand for crude and refined oil is quiet, but prices are well held. Crude is quoted at 14@14½¢, nominal, in bbls.

COCOANUT OIL.—The market is quiet and steady with consuming demand lacking. Some export inquiry is reported. Manila oil is quoted at 13¼¢, f.o.b. the coast, sellers' tanks. Ceylon dom., 14@14½¢, and Cochin dom., bbls., 16¼¢@16½¢, nominal.

PALM OIL.—Demand is dull and prices unchanged. Prime, red, spot, —, nom.; Lagos, spot, nom.; to arrive, —; palm kernel, 15@16¢, nom., in bbls.; Niger, 20½¢@21¢.

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COTTON OIL SITUATION RELIEVED.

In its last issue The National Provisioner reported the agreement reached at Washington between the government and representatives of the cotton and cottonseed industries and affi-

liated trades for the stabilization of the markets for cottonseed products until the close of the present crushing season. By this agreement nothing but domestic cottonseed and peanut oils and oleo stearine are to be used in

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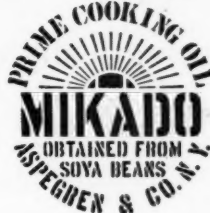
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making of products for export during this period, and stabilized prices are to obtain.

In commenting on and explaining the situation Secretary Louis N. Geldert of the War Service Committee of the trade says:

If any one previously doubted the serious intention of the United States Food Administration to carry out its stabilization of prices in the cottonseed industry until the end of the present crushing season, his doubts would have been dispelled if he had been at the conference in Washington on February 10, and heard the statement of Judge Glasgow, the chief counsel of the administration, and its recognized head in the absence of Mr. Hoover. In emphatic and impressive language he stated that the administration recognized its moral obligations to the industry and all of its elements, from the farmer who produced the seed to the distribution of products to consumers, under the mutual agreements entered into at the beginning of the season, and as far as lay in its power would discharge those obligations, even after formal peace is declared, unless stopped by orders from the courts. This was not his exact language, but those who heard him were left with no uncertainty in their minds that this is what he meant, and nothing less.

The conference was called by the Food Administration that the situation might be made clear to all concerned. The farmers could not sell the balance of their seed, or the ginners and dealers the seed they had bought in good faith at stabilized prices, unless the mills could continue to sell the crude oil at the price agreed upon, which depended upon the ability of the refiners to absorb the oil at that price, which in turn, was restricted by

the demands of consumption. In view of the slow movement of products, and the financial strain imposed, would the chain of moral obligations hold fast, was the question in many minds. The consensus of opinion when the conference adjourned was that it would hold and that the danger was reduced to a minimum by the restoration of confidence itself. It was seen that most of the alarm was due to "a state of mind."

It was shown that every possible official effort was being made to obtain free access for products into the allied and neutral countries of Europe, and that slowly but surely the way was being opened. The domestic demands for lard substitute, now at its lowest natural ebb, was being kept there longer than usual by the temporarily low price of lard. Fortunately, that is going up again very fast. While the conference was being held the Food Administration was allocating an order of the Belgium Relief for 18,000,000 pounds of lard substitute. That means about 300 tanks of crude oil.

It was shown that the distress among the

mills on account of lack of oil storage or financial ability to carry the oil was largely in spots, as was the farmers' and seed dealers' distress. Through their committee, the refiners agreed to relieve the mills first that were in greatest distress, and it is reported that some 65 tank orders were thus placed with selected mills during the afternoon of Tuesday. This will help to put those mills back into the seed market at once.

A series of joint agreements were entered upon at the conference between representatives of the farmers, ginners, oil mills, lard substitute manufacturers, refiners and wholesale distributors, and announced in official Circular No. 60 of the Food Administration under date of February 12. They bind all to use their best efforts to maintain stabilization and agreed prices. Lard substitute for export is to be made only from domestic cottonseed or peanut oil and oleostearin. The Food Administration urges all to co-operate, and agrees to maintain organizations in Cotton Belt States and Washington to carry out the program.

(Continued on page 31.)

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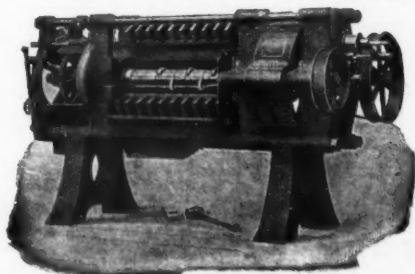
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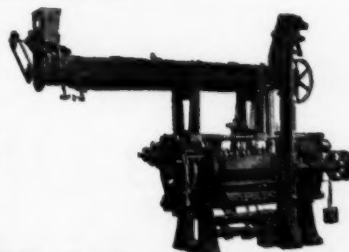
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THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, February 21, 1919.—Market strong; prime Western \$26.50@26.60; Middle West, \$26.20@26.30; city steam, 25¼@25½c. nominal; refined Continent, \$28.75; South American, \$28.90; Brazil, kegs, \$29.90; compound, 23@24½c.

Marseilles Oils.

Marseilles, February 21, 1919.—Copra fabrique, — fr.; copra edible, — fr.; peanut fabrique, — fr.; peanut edible, — fr.

Liverpool Produce Markets.

Liverpool, February 21, 1919.—(By Cable.)—Beef, extra Indian mess, not quoted; pork, prime mess, not quoted; shoulders, square, 143s. 6d.; New York, 140s. 3d.; picnic, 119s.; hams, long, 174s.; American cut, 171s. 9d.; bacon, Cumberland cut, 149s.; long clear, 184s. 6d.; short back, 184s. 6d.; bellies, 200s. Lard, spot prime, 156s.; American refined, 28-lb. box, 158s. 6d. Lard (Hamburg), nominal. Tallow, prime city, not quoted. New York City special not quoted. Cheese, Canadian finest white, new, 130s. 6d. Tallow, Australian (at London), 72s.

FRIDAY'S CLOSINGS.

Provisions.

Products were strong advancing the maximum for one day on strength in hogs and reports of large export buying.

Tallow.

Market dull but firm. City special loose quoted at 9½c.

Oleo Stearine.

Market quiet and firm. Oleo quoted at 14c.

Cottonseed Oil.

Trade quiet and featureless.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, February 21.—Hog receipts estimated 33,000. Left over, 9,341. Markets 5 to 15c. higher. Cattle receipts, 6,500; sheep, 8,000.

Buffalo, February 21.—Hogs steady; on sale, 4,800, at \$17.70@18.00.

Kansas City, February 21.—Hogs steady, at \$16.00@17.75.

St. Joseph, February 21.—Hogs steady, at \$16.00@17.60.

Louisville, February 21.—Hogs steady, at \$17.10@17.50.

Sioux City, February 21.—Hogs steady, at \$17.00@17.35.

Indianapolis, February 21.—Hogs steady, at \$17.60@18.10.

Omaha, February 21.—Hogs steady, at \$16.50@17.60.

Cleveland, February 21.—Hogs steady, at \$17.75@18.00.

Detroit, February 21.—Hogs steady, at \$17.50@17.60.

RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 15, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	27,081	1,000
Kansas City	200	1,022	
Omaha	150	3,639	500
St. Louis	1,100	12,015	200
St. Joseph	100	10,000	200
Sioux City	293	2,311	
St. Paul	700	1,000	
Oklahoma City	200	850	
Fort Worth	350	1,300	
Denver	549	238	243
Louisville	700	2,100	50
Wichita	100	100	
Indianapolis	300	3,500	50
Pittsburgh		2,500	500
Cincinnati	900	3,600	
Buffalo	1,200	4,300	1,000
Cleveland	150	2,000	290
Portland, Ore.	25	197	
New York	603	3,140	1,750

MONDAY, FEBRUARY 17, 1919.

Chicago	18,000	50,199	11,000
Kansas City	8,000	10,834	1,000
Omaha	5,000	10,310	1,250
St. Louis	4,700	5,111	1,200
St. Joseph	1,500	8,000	1,500
Sioux City	2,200	10,000	1,000
St. Paul		15,000	
Oklahoma City	1,650	1,200	
Fort Worth	2,500	4,000	
Denver	2,872	1,526	\$45
Louisville	1,862	5,612	15
Detroit		1,138	
Milwaukee		1,308	
Wichita	1,300	600	
Indianapolis	1,600	5,000	
Cincinnati	3,100	10,689	200
Buffalo	5,800	14,200	7,000
Cleveland	1,500	6,000	2,000
New York	4,540	4,270	6,110

TUESDAY, FEBRUARY 18, 1919.

Chicago	17,000	60,190	16,000
Kansas City	10,000	16,391	3,000
Omaha	7,500	18,270	1,800
St. Louis	5,900	23,566	1,200
St. Joseph	2,000	7,000	1,500
Sioux City		18,000	
St. Paul	3,800	15,000	600
Oklahoma City	1,000	1,300	4,200
Fort Worth	1,000	2,000	50
Louisville	200	2,200	
Milwaukee		1,566	
Wichita		1,459	
Indianapolis	1,000	8,000	300
Pittsburgh		1,000	300
Cincinnati	400	2,335	100
Buffalo	800	6,400	2,000
Cleveland	300	2,000	200
Portland, Ore.	103	276	
New York	757	4,180	2,170

WEDNESDAY, FEBRUARY 19, 1919.

Chicago	8,000	30,516	3,000
Kansas City	15,000	22,557	3,500
Omaha	8,500	21,322	4,000
St. Louis	4,900	13,587	1,000
St. Joseph	4,000	15,000	4,000
Sioux City	3,400	12,000	1,800
St. Paul	7,000	25,000	700
Milwaukee		7,146	
Denver	1,500	1,300	4,200
Louisville	100	1,000	50
Detroit		1,470	
Wichita		1,379	
Indianapolis	2,000	10,000	100
Pittsburgh		7,017	300
Cincinnati	400	1,200	
Buffalo	600	8,000	1,000
Cleveland	200	1,000	300
Portland, Ore.	143	442	
New York	1,425	4,930	2,580

THURSDAY, FEBRUARY 20, 1919.

Chicago	19,000	41,000	17,000
Kansas City	6,000	10,000	5,000
Omaha	6,700	20,000	6,500
St. Louis	2,200	16,300	800
St. Joseph		10,000	
Sioux City		14,000	
St. Paul		10,000	
Louisville		8,000	
Detroit		2,000	
Wichita		1,770	
Indianapolis		6,000	
Cincinnati	500	6,000	
Buffalo	1,800	2,000	1,400
Milwaukee		4,553	
Cleveland		3,000	
New York	850	4,290	2,330

FRIDAY, FEBRUARY 21, 1919.

Chicago	6,000	34,000	8,000
Kansas City	2,500	7,000	4,000
Omaha	2,000	16,000	3,000
St. Louis	1,200	14,500	750
St. Joseph	1,800	7,500	1,500
Sioux City	2,000	8,000	2,700
St. Paul	2,500	10,000	300
Oklahoma City	1,000	1,300	
Fort Worth	1,000	2,500	
Indianapolis	1,000	8,000	300
Denver	400	1,000	3,300

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 15, 1919, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.....	10,107	37,300	16,678
Swift & Co.....	7,396	26,700	20,695
Wilson & Co.....	2,279	20,500	9,298
Morris & Co.....	5,721	18,100	9,812
G. H. Hammond Co.....	2,164	17,400	.....
Libby, McNeill & Libby.....	1,372	.....	.....
Anglo-American Provision Co.....	933	13,300	.....
Western Packing & Provision Co.....	.....	10,600 hogs; Independent Packing Co., 7,600 hogs; Boyd, Lunham & Co., 11,800 hogs; Roberts & Oake, 7,500 hogs; Miller & Hart, 4,700 hogs; Brennan Packing Co., 6,900 hogs; others, 22,200 hogs.	.....

Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,871	13,406	4,753
Fowler Packing Co.	1,238		
Wilson & Co.	3,515	10,305	2,488
Cudahy Packing Co.	3,442	9,920	3,192
Swift & Co.	3,824	9,986	3,525
Morris & Co.	4,265	13,183	2,342
Others	964	346	27

Omaha.*

	Cattle.	Hogs.	Sheep.
Morris & Co.	4,250	14,766	3,640
Swift & Co.	6,867	17,152	8,440
Cudahy Packing Co.	6,238	17,766	9,016
Armour & Co.	5,695	18,336	9,825
Swartz & Co.		5,365	
J. W. Murphy		11,723	

Lincoln Packing Co., 268 cattle; South Omaha Packing Co., 76 cattle; Wilson Packing Co., 776 cattle; John Morrell & Co., 90 cattle; Higgins Packing Co., 78 cattle.

*Incomplete.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending February 15, 1919:

CATTLE.

Chicago	52,587
Kansas City	23,514
Omaha	25,670
St. Louis	11,700
St. Joseph	9,085
Cudahy	894
Sioux City	7,358
South St. Paul	73,561
Fort Worth	2,338
Indianapolis	6,584
New York and Jersey City	11,939
Philadelphia	2,941
Oklahoma City	2,453
Milwaukee	1,054
Cincinnati	6,417

HOGS.

Chicago	208,733
Kansas City	70,000
Omaha	72,804
St. Louis	62,000
St. Joseph	49,979
Sioux City	40,016
Cudahy	21,727
Cedar Rapids	14,210
Ottumwa	9,687
South St. Paul	28,328
Fort Worth	2,625
Indianapolis	28,210
New York and Jersey City	25,759
Philadelphia	7,792
Oklahoma City	9,870
Milwaukee	14,107
Cincinnati	17,912

SHEEP.

Chicago	59,848
Kansas City	16,056
Omaha	27,904
St. Louis	4,200
St. Joseph	15,739
Cudahy	276
Sioux City	3,106
South St. Paul	20,808
Fort Worth	864
Indianapolis	852
New York and Jersey City	27,929
Philadelphia	3,680
Oklahoma City	200
Milwaukee	862
Cincinnati	550

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to February 21, 1919, show exports from that country were as follows: To England, 63,148 quarters; to the Continent, 79,492 quarters; on orders, nothing. The previous week's exports were as follows: To England, 38,577 quarters; to the Continent, 78,496 quarters; on orders, nothing.

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HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—Market is quiet. Packers are firm in their views and the buyers are pursuing a waiting policy. Various rumors are afloat of sales, but details are lacking. The general situation is a waiting one and packers are not forcing February business. Prices are all nominal.

COUNTRY HIDES.—Market continues steady. No trading of any large account was reported around the market. Small sales noted from time to time in a car or so each; 2,000 Wisconsin 25@50 lbs. hides, free of grubs, brought 23c. A few inquiries were made by out-of-town buyers for light weight hides and dealers are looking for a little more active trading in these lines before long. As noted previously, various offerings were noted of Central West extremes and buffs, both said to be grub free at 23c. and 20½c., respectively. No new trading has been reported for some time in the branded hides. Dealers generally are asking around 17c. for the 45 lbs. and up hides and 18c. for the under 45 lbs. hides. Small lot of bulls selling from time to time at 16½c. Prices merely nominal. Extremes are nominally quoted at 22@22½c., with some choice lots being held as high as 23@23½c. Buffs are quoted at 19½@20c. Dealers are asking 20½c. for superior lots; heavy steers are quoted at 21½@22½c.; heavy cows at 21c. and bulls at 15½@16c. Branded hides quoted at 16@16½c.

NORTHWESTERN HIDES.—The market is slow and draggy. Buyers are not interested in offerings and are holding back waiting for the market to become more settled. Stocks are not large and dealers when offering are trying to do business on an all weight basis instead of offering out the several weights separately. Current receipt extremes offered at 22½c. fail to attract buyers. Buffs are slow and apparently not wanted. Extremes are nominally quoted at 22@22½c. for current receipts. Back salting lots are talked at around 23@23½c. Buffs are quoted at 19½@20c.; heavy cows around 21c.; heavy steers, 21½@22½c.; bulls, 15½@16c. Calfskins are quiet. Offerings are small. Countries are quoted at 32@35c., according to lots. Light calf, \$2.75@3. Deacons, \$2.55@2.85. Country kips are quoted at 28@32c., according to lots. Horse hides are quiet. Mixed cities and countries are quoted around \$8@9. Countries alone at \$7.50@8.

CALFSKINS.—Market is quiet and unsettled. Nearly all of the large buyers are out of the market and are waiting for more settled conditions. Packers generally are talking 55@60c. for Februarys, but it is believed that if a firm bid of 50c. was made it would be accepted, as most of the packers are soliciting bids from buyers. First salted local city skins are quoted around 55c. Buyers' ideas are considerably under those prices. Outside cities are quoted at 45@50c.; mixed outside cities and countries, 40@42c.; straight countries are quoted at 32@35c., according to lots. Kips are in better demand and are quoted at 28@32c., according to lots. Packers are still talking 40c. Light calf is quoted at \$2.75@3 and deacons are quoted at \$2.55@2.80.

New York.

PACKER HIDES.—Market is quiet and waiting. None of the packers have as yet made any sales in any of the varieties outside of the ones previously mentioned.

COUNTRY HIDES.—Although no sales at further declines were reported, a number of the large tanners are not operating, being of the opinion that prices will decline as hides become poorer. Offerings from all sections of the country are large, with prices usually asked being from 1@1½c. over what buyers' views are. In a number of cases tanners are not even making any counter bids, feeling certain that they will get the same hides shortly at their views. Extremes, however, whenever available in choice lots bring the high rates of a few weeks ago. As previously stated, sales are being made right along of back salting and grub free extremes at 23@23½c. Current receipts are not considered worth more than 20½@21c. from good sections. The heavier weights, 45 lbs. and up, are neglected and only low rates might interest buyers. As noted yesterday, all weight western hides, 25 lbs. and up, brought 18¼c. for several cars. Nothing new transpired today in any of the other descriptions, with buyers and sellers ideas varying.

CALFSKINS.—The market is in an unsettled state with various prices talked. New York cities are considered top at \$4.50@5.50@6.50, with kips at \$7@7.50. Outside cities are held at \$4@5@6, with mixed cities and countries at 25c. less. An outside dealer wanted to dispose of 10,000 outside city skins at \$4.25@5.25@6.25, and was unable to locate a buyer at that figure.

HORSE HIDES.—Easiness is the underlying tone to this market mainly based on the various offerings received from all sections of the country. City renderers' are considered around \$9.50. Mixed cities and countries ranging from \$7.75@9.25 paid for western hides. Countries alone are nominal at around \$8. Butts are steady based on recent sales of 22 lbs. up at \$3.10 and fronts at \$7@7.50, as to size.

SHEEPSKINS.—Market good for stock of better grades. Some large sales of Australian, Chilean and Peruvian roans at full prices. Domestic roans are firm at present prices. New York City slaughtered skins at \$8. Roans, skivers, heavy fleshers and splits of all descriptions of the better grades are well sold up at full prices. Even good heavy medium fleshers are reported as finding an acceptable market. Low grade material of any kind is slow and hard to move.

COMMENT ON HOOVER LETTER.

(Continued from page 15)

that justifies consideration of his conclusions upon any subject to which he has given mature thought. However, I do not feel that his opinions relative to the Federal Trade Commission report were based on comprehensive knowledge of the packing industry.

Mr. Hoover's letter was written five months ago, after less than a year's association with

our food problems, and before the packers had had opportunity to set forth the facts and fundamentals with reference to the ex parte report on which he was asked to comment. In view of the tremendous burdens he then carried, I cannot conceive of his having found time to study the fundamentals of the situation, and it should be noted that his letter was written by request, and not volunteered as the result of any belief on his part that his study was sufficiently comprehensive to warrant final conclusions. Yet from his observation he freely admits the efficiency of the present organization of the industry.

While concurring in the Trade Commission's demand that stock and refrigerator cars be taken from the packers, he points out that refrigerator cars "are highly technical services beyond the ordinary range of railway management," and that "whether this service should be conducted by Government or private enterprise seems to me to require further thought, and in any event to depend upon the ultimate disposal of the railway question."

What the Interstate Commerce Commission Thought.

Such "further thought" as Mr. Hoover recommends was given the matter by the Interstate Commerce Commission, and its decision after six years of exhaustive investigation might be summed up in this paragraph of its report of July 31, 1918:

"The refiner of oil, or the meat packer, could no more do business on an economic and efficient basis without his private cars than he could without his modern equipped refining or packing plant."

This report fully justifies packer ownership of refrigerator car lines. It is not illogical to assume that with this report before him, Mr. Hoover would concur fully in the contention of the packers that they themselves can best handle their refrigerator car service. If any agency is developed for giving the service that is essential, I, for one, will gladly relinquish the privilege of running such cars at a loss, as is now done.

Mr. Hoover agrees with the Trade Commission that the packers should not be financially interested in stock yards. He does not say who should own them, but he expresses himself as against Federal ownership on the ground that it is detrimental to maintenance of individual initiative on the part of American citizens.

There is no quarrel as to ownership of the yards. Packers ask only that the yards be operated with their present efficiency, because they are essential to the industry.

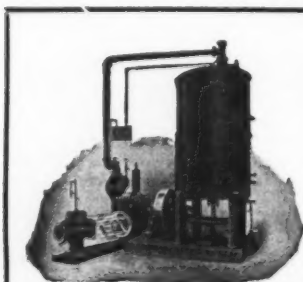
Mr. Hoover does not concur in the Trade Commission's demand that packers' branch houses, cold storages, etc., be taken from them. He confirms the packers' contentions in this matter.

With his theory of regulation to prevent the packers' alleged incursions into the general food field I cannot agree, and I call attention to his error in likening such regulation to existing legislative control of banks, railways and insurance companies. Banks and insurance companies are trustees of other people's moneys, and railways are by their inherent character public utilities.

Regulation of the packers' activities, as Mr. Hoover suggests, involves our Government entering upon a field of novel and radical legislation—the determining by law of the commodities an individual or a corporation shall handle. That is improper, un-American and an abridgement of the very rights which Mr. Hoover says must be assured—equality of opportunity and full scope for initiative.

The part of Mr. Hoover's letter which should get the most attention, in my opinion, is his admonition to give mature thought to the whole matter before enacting legislation. Mature thought and comprehensive understanding of the functions of the packing industry will bring conclusions in which the industry itself can readily concur.

J. OGDEN ARMOUR.



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LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yard, Chicago, Feb. 19.

On Monday and Tuesday of last week we had 52,000 cattle, and barring "top-notchers," the trade was off 50c.@\$1, and then surprisingly moderate receipts the latter half of last week brought a prompt reaction, which was followed by a 15@25c. higher market on Monday of this week, at which time we had a moderate run of 18,535 cattle, and steers sold as high as any time this year. Tuesday's trade with 16,690 fresh arrivals proved disappointing, the supply being moderate in every sense of the word. A top of \$20.00 with a few scattered sales above \$19.00 were misleading, and no criterion of the general market, as finished heaves are unusually scarce. The general trade, after a slow start, ruled 15@25c. lower with instances of even more decline, and Monday's upturn was all ceded back to the buyers, while on Wednesday with estimated receipts of 8,500 cattle, a nominal Wednesday supply, the market showed 25c. further decline, and in view of the fact that the Lenten period will begin March 5 we rather feel that any change of consequence in the steer trade during the next few weeks will be toward a somewhat lower level of values.

The trade on butcher-stuff is again booming. Cannery and cutters have regained 50@75c. of the decline that took place a week ago, while everything else in the she-stuff line is back to the high spot. Stock bulls, feeding bulls, and belogna grades are in excellent demand; fat bulls are up one week and down the next, the vacillating eastern demand being the keynote to the situation. Right now the eastern outlet is good and the bull trade is as high as any time recently. Feeding heifers and good quality feeding cows are being sought and show some price improvement of late, in fact real choice quality feeding heifers sold as high as 10c. The calf trade shows 50@75c. upturn, best sellers selling at \$16.25, and heavyweights are in good demand at present.

Monday's run of 50,199 hogs was followed by 60,197 on Tuesday and estimated receipts of 30,000 today (Wednesday). The quality of the bulk of the supply is superb, consequently underweight and undesirable hogs are neglected and the heavy runs have resulted in liberal carry-over from day to day. Prime butchers and choice, weighty hogs are selling from \$17.40@17.65, top \$17.75; light butchers and light mixed grades \$17.25@17.40, and healthy pigs from \$15.00@16.00. All kinds of rumors can be heard regarding the March and April price, and while as yet nothing authentic has developed, there will be a meeting this week and another next week to discuss and probably arrive at some conclusion.

The fact that sheep-house values have advanced from 50@75c. per cwt. since the close of last week is no surprise to operators who have given conditions careful consideration throughout the past three months. It has only been a question of waiting until the cornfields and pastures were cleaned up as to when this sort of thing would happen. Receipts have been very moderate since the first of the week, the first three days totaling no more than 30,000 head, and a more active and broader demand has seldom existed at this season of the year. It is possible that this sharp upturn in values may bring temporarily increased supplies within a few days, which will check the upward trend and possibly weaken the market for a short time, but what has taken place during the past few days is no doubt a good indicator as to what may be expected between now and the close of the feeding season. Good to choice lambs, \$17.75@18.35; poor to medium, \$17.00@17.50; culls, \$13.50@15.00; fat yearlings, \$15.75@16.40; good to choice wethers, \$12.60@13.00; fat ewes, \$11.50@12.00; poor to medium, \$10.50@11.00; culls, \$6.00@7.50; well woolled shearing lambs, \$16.25@16.50.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., February 18.

The cattle runs continue to decrease. For the week ending today the count with us is only 19,000, the lowest we have had to report in many months. This, however, is not peculiar to our market. Light runs seem to be the rule with all of them. The market, in consequence of the short supply, has advanced sharply, which is particularly noticed on all kinds of killing cattle. Beef steers are in light supply and of rather poor quality. We have been receiving a few good to near choice steers, but nothing that could be termed prime. About the best we are receiving range from \$16.00@17.00, but the majority of the decent steers run from \$14.25@15.50. The trade in butcher cattle is keeping pace with beef steers, in fact, there seems to be more action in this market than in the heavy kinds. Good fat heifers are going from \$13.75@14.10, with \$14.00 being about the top on full loads. The bulk of the best heifers are going in a range of \$11.00@13.00, with a fair spread of good killing kinds at \$8.00@10.00. A few sales are noted of fancy fat cows up to \$13.50 with the bulk in this class going at \$11.00@12.50, the medium kinds \$8.00@10.50. The demand continues good for stockers and feeders, but the supply in this grade has been light all week.

Hog receipts total 88,000 for the week, a somewhat more liberal run than the previous week, but still not more than sufficient, especially of the good kind to supply the demand. The market for the entire week was held to a steady basis, the top being made on Saturday when \$18.30 was paid for good heavy hogs. The quality of the offerings averages fair, but light unfinished hogs predominate. Today's quotations are: Mixed and butchers, \$17.30@18.00; good heavy, \$17.90@18.15; rough, \$15.00@16.40; light, \$17.30@17.70; pigs, \$12.50@16.50; bulk, \$17.30@17.90.

Sheep receipts were right at 6,000 for the week. The market on all classes has advanced. Mutton ewes are quotable at \$10.50@11.25 and choice offerings would bring more money. We are receiving better lambs than have been coming in for a considerable period and the top for the week has reached \$17.90. The most of the good lambs are selling around \$17.75, with the fair kinds going from \$17.15@17.40; medium lambs, \$15.25@16.25; culls, \$9.50@14.00.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, February 18.

Cattle receipts today, 10,000 head, market steady to strong, top steers \$18.00. Hog supply, 15,000 head, market steady to 10c. lower, top \$17.90. Sheep receipts today, 3,000, market 15c. to 25c. higher, top lambs \$17.60, ewes \$11.35.

Native beef steers strong to 10c. higher, while the liberal supply of pulpers ruled slow to about steady. Some good Nebraska fed steers topped the market at \$18.00, Colorado pulpers selling from \$14.40 to \$15.85. Some good yearlings sold from \$15.25 to \$16.10; butcher classes very scarce and eagerly sought, selling at firm to higher prices. Good cows and heifers in strong demand and in some cases selling from 75c. to \$1.50 higher than last week. Good cows sold from \$10.50 to \$14.25, while some choice heifers sold from \$13.00 to \$14.50. Bulls active and steady, selling from \$8.00 to \$10.50; veal calves scarce and steady, selling up to \$13.00.

Hog supply today, 15,000, market steady to 10c. lower. Quality was not exceptionally good today, top \$17.90, mediums and butchers selling from \$17.40 to \$17.75, lights selling from \$16.90 to \$17.40, while the bulk sold from \$17.15 to \$17.70.

Sheep and lamb receipts today, 3,000, market 15c. to 25c. higher, with no choice lambs on the market; top on lambs today \$17.60,

and salesmen said that good choice lambs would have brought \$18.00. Ewes sold today from \$10.50 to \$11.35, yearlings from \$13.00 to \$15.40, stockers and feeders from \$10.00 to \$17.00.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, Omaha, February 18.

There has been a great deal of nervousness in the cattle market of late, this being shown last week in the decline of fully half dollar during the first three days and an almost complete recovery before the end of the week. Supplies have been liberal, but the qualities of the offerings have been rather unsatisfactory, with the proportion of desirable finished heaves very small. Choice steers on the handy-weight order sold at \$17.75@18.20, and the bulk of the fair to good 1,000 to 1,200-pound steers sold around \$15.50@16.75, the ordinary light-weight and warmed-up stuff bringing from \$12.00@15.00 and on down. Cows and heifers showed even more violent fluctuations than the beef steers, but at present prices are right back to the high time of the year. The range is from \$6.00@14.00, with fair to good butcher and beef stock going at a spread of \$9.00@11.00. Veal calves continue fully steady at \$8.50@11.50, and bulls and stags, etc., are somewhat stronger than a week ago at \$7.00@10.50. Business in feeders has been of very fair proportions for this time of the year and prices have been very strong all around, best fleshy grades selling up to \$15.50 and little of any consequence going below \$9.00.

Hogs continue to come to market freely and the quality has been exceptionally good of late. Under the influence of an improved shipping outlet the market has ruled active and stronger and prices have averaged around a quarter higher than last week. Both packers and shippers still favor the heavy and butcher loads, while underweight stuff finds a very slow and uncertain outlet from \$17.00 down. Today, with approximately 17,500 hogs here, the market was uneven, anywhere from steady to 15c. lower. Tops brought \$17.75 as against \$17.65 last Tuesday, and bulk of the trading was at \$17.15@17.50 as against \$17.00@17.40 a week ago.

The marketing of sheep and lambs has been on a very moderate scale lately, and prices have been advancing sharply under the influence of a broad demand from packers and vigorous competition from feeder buyers. The market advanced fully half dollar during the past week, and the undertone to the trade is still strong for anything attractive in the way of either lambs or aged stock. Fat lambs are quoted at \$16.75@17.55, yearlings from \$13.50@14.50, wethers \$12.00@13.00, ewes \$9.50@11.50.

COTTON OIL SITUATION.

(Continued from page 27.)

Concerning the meal and cake situation Mr. Geldert says:

Within the last ten days orders for approximately 50,000 tons of cottonseed meal and cake for export to three European neutral countries have about cleaned up the surplus available in this country for February and March delivery. Over half of the amount is for the Swedish Government. The British Government is reported to be continuing its buying, although it has already had about 50,000 tons. Approximately half of the neutral orders were for Sweden, and only 10,000 tons of it was for meal. The most of the shipments will be from New Orleans. Further orders for exportation are expected, and the fears of a surplus this season are quite dispelled, as domestic demand has been considerably quickened by the removal of stocks for export. These orders are directly traceable to the efforts of the Food Administration and the War Service Bureau of the Interstate Association at Washington to stimulate the markets and raise the Allied blockade.

ICE AND REFRIGERATION

NEW CORPORATIONS.

Orange, N. J.—The Oakwood Ice Company, 26 Oakwood avenue, has been incorporated with a capital stock of \$100,000.

Toms River, N. J.—The Seaside Heights Fish Company, Inc., Veeder Building, has been incorporated with a capital stock of \$100,000.

Newark, N. J.—The Ohio Butter & Egg Company, 9 Lawton street, to deal in farm and dairy products, has been incorporated with a capital stock of \$50,000.

Pleasantville, N. J.—The Drinkwater Bros. Corporation, 36 North New Road, to manufacture ice cream, confectionery, etc., has been incorporated with a capital stock of \$50,000.

Brooklyn, N. Y.—The Carlton Ice Company, Inc., has been incorporated with a capital stock of \$105,000 by R. Horton, L. Kalischer and G. A. Young 722 Pacific street, Brooklyn, N. Y.

ICE NOTES.

Wilmington, Del.—Cold Spring Ice & Coal Company has been destroyed by fire.

Tupelo, Miss.—The building at this place occupied by the Crystal Ice & Cream Company has been destroyed by fire.

Tulare, Cal.—At the annual meeting of the stockholders of the Dairymen's Co-operative Creamery Association the following directors were elected: W. A. Swall was elected director in place of John Halesy and the following were re-elected: Allen Thompson, W. J. Higdon, Joseph Morrison and L. W. Bardsley. A 40x80-foot addition has been built to the creamery.

MEATS, ETC., IN COLD STORAGE.

Increased cold storage stocks of frozen beef, frozen lamb and mutton, frozen pork, dry salt and pickled pork, and miscellaneous meats, and decreased holdings of cured beef on February 1, 1919, as compare to a year ago, are shown by the monthly report of the Bureau of Markets of the Department of Agriculture. Stocks of creamery butter increased 40.8 per cent compared to a year ago, while some kinds of cheese show increases and others show decreases on February 1 this year.

Frozen beef stocks on February 1 were reported as 288,851,476 pounds, an increase over last year at the same time of 6.4 per cent. Cured beef figures were 36,293,690 pounds, a decrease of 2.1 per cent. Lamb and mutton holdings increased 93.7 per cent compared to a year ago, and on February 1, 1919, were 11,505,380 pounds. Totals for frozen pork were 102,809,793 pounds, an increase of 88.6 per cent.

Dry salt pork totals were 457,013,785 pounds, an increase of 30.8 per cent. Pickled pork increased 22.1 per cent, the total in storage on February 1 of this year being 392,373,140 pounds. Miscellaneous meats were 137,635,631 pounds, an increase of 71.2 per cent. Lard holdings increased 119.2 per cent over last year, to 135,532,426 pounds.

There were 36,815,793 pounds of creamery

butter in storage on February 1 this year, including stocks held by the Army, Navy and Allied Commission. This represents an increase of 40.8 per cent over February 1 last year. Only 15,728,939 pounds of American cheese were in storage on February 1, 1919, a decrease from last year of 75.4 per cent. Holdings of Swiss cheese increased 55.2 per cent compared to last year, and on February 1 amounted to 2,316,210 pounds. Limburger, cream, and Neufchatel cheese decreased about 25 per cent, while increases of 37.2 per cent for brick and munster 100 per cent for cottage, pot and bakers and 597 per cent for "all other varieties" of cheese were reported.

Case eggs in storage showed a decrease of 20.7 per cent and on February 1 this year

(Continued on page 34.)

An Unbiased Opinion

No matter how large nor how small the problem confronting you in connection with your Refrigerating requirements, our entire Organization is on the job to help you.

Sound advice in the beginning has saved many a firm and individual both time and money. We often learn something ourselves thru these consultations, so we are always glad to help. With our complete line of Ice-Making and Refrigerating Machinery, we are unbiased in our opinions. We fit the plant to your local conditions. We want every York Plant to stay sold and sell another.

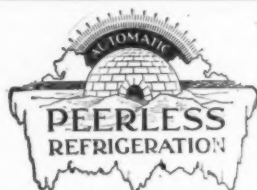
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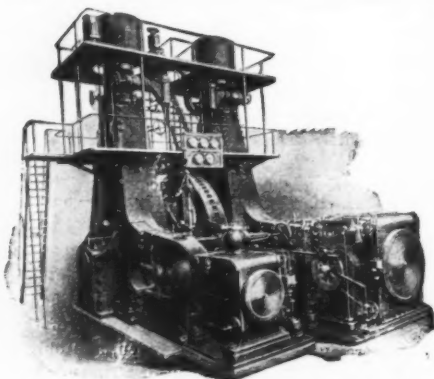
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Providence—Rhode Island Warehouse Co.; Edwin Knowles.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Benton Transfer Co.
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AMMONIA CONSERVATION CONTRIBUTED VALUABLY TO VICTORY.

Ammonia users deserve praise for their patriotic cooperation with the Food Administration in conducting its successful Ammonia Conservation program.

For precaution, our Government will continue control of the Ammonia industry until peace is proclaimed.

Restrictions on quantities Ammonia users may purchase have been removed and questionnaires are no longer required.

The conditions of our Government agreement remain otherwise unchanged.

We are permitted and prepared to fill orders of our customers accordingly, and so invite them.

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CONSCIENTIOUS DESIRE TO EXCEL—all factors of proven value—account for our today's pleasant prestige and warrant the statement that in THE LARGEST AND MOST MODERN PLANT IN THE WORLD, building Insulated DOORS and allied products exclusively, we are producing what we know to be THE BEST INVESTMENT FOR THE USER, and

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GREENWALD PACKING Co.,
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"Jones' Doors were installed when plant was built, over 12 years ago, and have had absolutely no trouble with them."

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"Our Coolers and Freezers are mostly equipped with your doors. In fact we adopted it as Standard throughout our plant, as we find them substantially made and the insulation perfect. We also find the Hardware stands up better than on any other door we have seen or tried."

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"Practically our entire plant is now equipped with your doors and we are very glad that this is the case. Your equipment has always given us good satisfaction."

LOUISVILLE SOAP Co., Louisville, Ky.
"Coolers at one of our plants are equipped with your doors, which have given us such satisfaction we wish to improve the doors at our old plant. We would not be warranted in throwing out the doors but would like the type hardware you supply."

GALVESTON ICE & C. S. Co.,
Galveston, Texas.

"The 27 or more doors furnished us when our plant was erected in 1913 have given perfect satisfaction in every particular. Material and workmanship in your doors come up to most severe tests."

"JAMISON" original "Jones" and "Noequal" Types of Doors

Realizing the importance of efficient refrigeration and preservation of Foodstuffs it has been strongly impressed upon our entire organization, whose services, together with our modern facilities, are being constantly utilized to capacity in most judicious handling of the large volume of business we are being favored with.

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(PATENTED SEPT. 21, 1915. OTHER PATENTS PENDING)



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FOR WHAT PURPOSE?

Carload or less shipments of fresh or cured meat, meat products, Sausages, Hams, Bacon, Pork Loins, etc.

ARE THEY ACCEPTABLE?

Yes, packed with meat products by transportation companies at lowest classifications, and Baskets are successfully used by large Packing Houses.

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Carloads or less, communicate today with

EDWIN C. PRICE COMPANY

Cooperage and Containers, Packing House Supplies, Etc.

Commerce Building
Kansas City, Mo.

1822 So. Clark St.,
Chicago, Ill.

MEATS, ETC., IN COLD STORAGE.

(Continued from page 32.)

were 127,363 cases. Frozen eggs decreased 37 per cent, the total being given as 7,681,830 pounds on February 1 this year.

Comparison of stocks of frozen and cured meats on February 1, 1919, with those of February 1, 1918, including totals for those storages reporting for both dates, is as follows:

	Storages rept'g	Feb. 1 1918 pounds	Feb. 1 1919 pounds
Beef, frozen	351	265,301,144	252,226,606
Beef, cured	356	36,905,136	36,144,375
Lamb and mutton, frozen	211	5,592,541	10,534,669
Pork, frozen	333	52,832,700	99,674,081
Pork, dry salt	438	342,177,373	447,572,362
Pork, pickled	510	320,064,892	390,818,988
Lard	534	58,147,535	127,448,579
Meats, miscellaneous	232	55,658,221	95,301,976

Comparison of stocks of poultry on February 1, 1919, with those of February 1, 1918,

including totals for those storages reporting for both years, is as follows:

	Storages rept'g	Feb. 1 1918 pounds	Feb. 1 1919 pounds
Broilers	192	8,210,885	14,232,263
Roasters	201	18,339,689	31,937,737
Fowls	214	15,282,973	29,746,666
Turkeys	225	10,509,393	10,341,645
Miscellaneous	252	14,083,638	28,535,451
Total	305	66,426,578	114,793,762

Comparison of holdings of eggs and butter on February 1, 1919, with those of February 1, 1918, including totals for those storages reporting for both years, is as follows:

	Storages rept'g	Feb. 1 1918 quantity	Feb. 1 1919 quantity
Egg cases	428	159,761	126,783
Frozen eggs	194	12,206,778	7,678,605
Creamery butter	353	25,964,218	36,563,442
Packing stock butter	123	1,433,268	1,158,006

NO COLD STORAGE LICENSES.

The Food Administration announces that all special regulations regarding licenses for cold storage warehouses and for dealers in eggs have been withdrawn. Hereafter only the general license which enables the Food Administration to exercise supervision will be required. The notice says:

All remaining special regulations governing cold storage warehousemen and dealers in eggs have been withdrawn, effective February 14, 1919. Licenses are still required for dealers in eggs and for cold storage warehousemen, and licensees are still subject to the general regulations. The Food Control Act is still in effect.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

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Christchurch

FOR PURCHASING DEPARTMENTS

E. C. PRICE SHIPPING CONTAINERS.

Owing to the unusually large run of hogs this fall and winter, pigs' foot and lard coopeage has been much in demand, but Edwin C. Price Company, Chicago, report that owing to increased manufacturing facilities, coupled with the mild weather, they have been able to keep up with their orders better than during the winter a year ago.

The Price Company are also acting as exclusive sales agents for the improved G. & W. patented shipping container or basket, for various meat products, which has been successfully used by some of the large packers. These baskets are being largely utilized now on account of the high prices which are prevailing at present for other forms of packages.

BRECHT SMOKE HOUSE CARRIER.

"For a good smoke—a real good one—there's nothing like Brecht Smoke House Carriers," say the makers of this important packinghouse appliance. The heavy packing house model holds 1,000 to 1,200 pounds of meats, whereas the Standard model is built lighter and will conveniently hold 600 pounds. The double trolley hanger is pivoted so that the cage can be turned in the smoke house. The meats get the full benefit of the smoke. Those who desire real strong, rigid construction in smoke-house carriers will do well to look up this Brecht carrier. The Brecht company has them in stock, ready for immediate shipment.

UNCLE SAM'S "BOSS" HOG OUTFIT.

The Cincinnati Butchers' Supply Co., Cincinnati, Ohio, has forwarded via New York the "Boss" U Hog Dehairer and the "Boss" Jerkless Hog Hoist, ordered by the United States Government for its plant at Panama. Shipment of these machines had been delayed on account of the motors which require special construction for Panama.

THE PROVISION SITUATION.

(Continued from page 21.)

COMPARISON OF STOCKS OF FEBRUARY 1, 1919, WITH THOSE OF JANUARY 1, 1919.
(Includes totals for those storages reporting for both dates.)

Product.	Jan. 1, 1919.	Feb. 1, 1919.	Increase or Decrease.
Pounds.	Pounds.	Pounds.	
Beef, frozen ...	293,273,472	288,202,021	- 5,071,451
Beef, cured ...	35,700,777	35,506,682	- 194,110
Lamb & mut., frs. ...	12,393,216	11,429,983	- 963,233
Pork, frozen ...	60,078,758	102,544,615	+ 42,465,857
Pork, dry salt ...	353,742,611	438,838,937	+ 85,096,326
Pork, pickled ...	300,649,510	388,097,242	+ 87,447,732
Lard ...	103,306,217	134,580,904	+ 31,274,687
Meats, misc. ...	127,503,100	132,451,220	+ 4,928,083

COMPARISON OF STOCKS OF FEBRUARY 1, 1918, WITH THOSE OF JANUARY 1, 1918.
(Includes totals for those storages reporting for both dates.)

Product.	Jan. 1, 1918.	Feb. 1, 1918.	Increase or Decrease.
Pounds.	Pounds.	Pounds.	
Beef, frozen ...	282,700,377	267,227,830	- 15,472,547
Beef, cured ...	37,738,022	36,832,022	- 904,000
Lamb & mut., frs. ...	6,201,439	5,455,340	- 746,099
Pork, frozen ...	35,279,513	52,601,824	+ 17,322,311
Pork, dry salt ...	252,527,538	336,358,404	+ 83,830,866
Pork, pickled ...	268,620,155	321,185,174	+ 52,565,019
Lard ...	53,967,394	59,254,037	+ 5,286,643
Meats, misc. ...	52,751,397	59,558,924	+ 6,807,527

The pork and beef situation, as given in the official statement of the Food Administration, showing the slaughter, production, exports and apparent consumption for the season, from July 1 to December 31, is shown in the subjoined table. The apparent domestic consumption of beef for the six months has this year been 142,000,000 lbs. more than

last year, while the domestic consumption of pork products has been 502,000,000 lbs. more than last year. The extract from the Food Administration's official statement follows:

BEEF SITUATION.

	Total, July 1, 1918, to Nov. 30, 1918.	December, 1918.	Total, July 1, 1918, to Dec. 31, 1918.	Total, July 1, 1917, to Nov. 30, 1917.	December, 1917.	Total, July 1, 1917, to Dec. 31, 1917.
Inspected slaughter.....	5,634,770	1,189,785	6,794,554	4,900,978	1,002,540	5,903,518
Average dressed weight....	452.3	428.0	440.2	470.4	475.0	471.0
Dressed products	2,548,804,000	498,388,000	3,044,992,000	2,305,500,000	474,808,000	2,780,312,000
Storage beginning of period..	188,935,000	260,078,000	188,935,000	139,734,000	316,745,000	139,734,000
Storage end of period	290,078,000	380,808,000	380,808,000	316,745,000	346,810,000	346,810,000
Exports:						
Fresh beef:						
Allies	200,139,568	34,150,287	234,289,855	72,079,741	18,071,642	90,151,388
Neutrals	433,505	2,561	436,066	45,707	158,222	203,929
Canned beef:						
Allies	61,089,715	7,743,071	68,832,786	14,766,461	9,993,323	24,759,784
Neutrals	228,554	33,168	261,722	169,820	41,024	230,844
Pickled beef:						
Allies	16,733,904	3,755,673	20,489,667	19,801,350	6,634,663	26,436,013
Neutrals	714,077	31,174	745,251	4,992,400	76,735	5,069,135
Total beef:						
Allies	277,963,277	45,658,031	323,621,308	106,647,552	34,699,628	141,347,180
Neutrals	1,376,136	66,903	1,443,039	5,227,927	275,981	5,503,908
Grand total beef.....	279,339,413	45,724,934	325,064,347	111,875,479	34,975,609	146,851,088
Oleo oil:						
Allies	16,291,525	3,746,663	20,038,188	8,134,803	581,621	8,696,424
Neutrals	2,240,601		2,240,601	528,359		528,359
Tallow:						
Allies	1,320,335	4,905	1,325,240	1,500,496	255,767	1,756,263
Neutrals	112,216	19,084	131,300	402,749	98,835	501,584
Grand total tallow and oleo oil	19,973,677	3,770,652	23,744,329	10,566,407	1,467,267	12,033,674
Exports all beef products....	299,313,090	49,495,586	348,808,676	122,441,886	36,442,876	158,884,762
Increase in stocks	71,143,000	70,730,000	114,873,000	177,011,000	29,565,000	206,576,000
Apparent consumption	2,196,779,000	379,823,000	2,576,602,000	2,024,101,000	410,378,000	2,434,479,000
Prices:						
Cattle, good native steers ... (per 100 lbs.)	\$15.44	\$15.050	\$15.383	\$12.101	\$11.117	\$12.012
Beef carcasses .....	.243	.245	.243	.181	.187	.182
Steer loins, No. 2 .....	.357	.395	.363	.256	.243	.254
Steer chucks, No. 2 .....	.216	.197	.213	.145	.145	.145
Steer rounds, No. 2 .....	.252	.220	.247	.150	.170	.178

PORK SITUATION.

	Total, July 1, 1918, to Nov. 30, 1918.	December, 1918.	Total, July 1, 1918, to Dec. 31, 1918.	Total, July 1, 1917, to Nov. 30, 1917.	December, 1917.	Total, July 1, 1917, to Dec. 31, 1917.
Inspected slaughter	14,501,118	5,061,890	20,163,008	10,676,070	3,722,590	14,398,678
Average dressed weight....	169.9	161.8	165.9	159.0	156.0	157.9
*Dressed products	2,463,447,000	916,094,000	3,379,541,000	1,707,530,000	580,725,000	2,288,255,000
*Storage beginning of period..	973,536,000	633,247,000	973,536,000	785,759,000	420,522,000	785,759,000
*Storage end of period.....	633,247,000	809,904,000	809,904,000	420,522,000	590,634,000	590,634,000
Exports:						
Fresh pork:						
Allies	2,052,870	48,172	2,100,751	9,032,444	2,765,419	11,817,863
Neutrals	6,460	2,301	8,761	46,175	2,627	48,802
Canned pork:						
Allies	1,581,313	408,207	1,989,520	1,257,889	249,642	1,507,531
Neutrals	108,405	2,260	110,665	87,002	42,270	129,272
Pickled pork:						
Allies	14,563,748	1,872,668	16,536,416	10,956,544	2,460,810	13,426,354
Neutrals	862,995	53,110	916,105	492,728	158,109	650,837
Bacon:						
Allies	353,004,276	124,729,205	477,733,481	155,000,116	41,049,913	196,050,029
Neutrals	8,362,161	1,708,180	10,070,341	1,207,745	71,218	1,278,963
Hams and shoulders:						
Allies	181,322,573	38,878,351	220,200,924	73,650,404	29,352,600	103,012,004
Neutrals	1,611,572	61,217	1,672,789	1,058,203	162,334	1,220,537
Total meats:						
Allies	552,524,489	166,036,063	718,561,062	249,906,397	76,807,384	326,713,781
Neutrals	10,951,593	1,827,068	12,778,661	2,891,853	436,553	3,328,406
Grand total meats.....	563,476,082	167,863,131	731,339,723	252,798,250	77,243,937	330,042,187
Lard:						
Allies	213,984,387	36,156,332	250,140,719	88,620,006	12,277,397	100,797,403
Neutrals	16,651,505	1,582,325	18,233,830	8,163,226	810,649	8,973,875
Grand total lard.....	230,635,892	37,738,657	268,374,549	96,683,232	13,088,046	109,771,368
Exports all pork products....	794,111,974	205,602,328	999,714,302	349,481,572	90,331,983	439,813,555
Increase or decrease in stocks	-340,259,000	+176,657,000	-163,602,000	-365,237,000	+170,112,000	-195,125,000
Apparent consumption	2,012,825,000	535,020,000	2,547,845,000	1,724,831,000	320,466,000	2,045,297,000
Prices:						
Pork:						
Hogs	\$18.353	\$17.557	\$18.220	\$16.936	\$16.940	\$16.937
Dressed hogs .....	.263	.263	.263	.233	.232	.233
Bacon .....	.423	.453	.428	.351	.373	.355
Lard .....	.254	.242	.252	.230	.251	.233
Ham .....	.380	.367	.386	.263	.301	.260

*Including meats and lard from dressed weight.

BEEF.—Market dull, but firm. Mess, \$35 @36; packer, \$37@38; family, \$40@42; East India, \$62@64.

LARD.—Market strong with rumors of foreign buying. Quoted: City, 25½c, nom.; Continental, \$28.75; South American, \$28.90; Brazilian, kegs, \$29.90; compounds, 23@ 24½c.

PORK.—Locally the market is very firm. Quoted: Mess, \$49@49.50; clear, \$43@49, and family, \$53@55.

SEE PAGE 29 FOR LATER MARKETS.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO FEBRUARY 17, 1919.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	6,564	3,924	17,308	11,233
New York	2,319	2,200	3,412	14,526
Central Union	2,511	989	7,209	...
Totals	11,393	7,123	27,929	25,759
Totals last week.....	10,744	5,919	31,719	23,310

FOREIGN COMMERCIAL EXCHANGE.

New York, February 20, 1919.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.73%
Cable transfers	4.76%
Demand, sterling	4.75%
Commercial, sight	4.75%
Commercial, 60 days	4.72%
Commercial, 90 days	4.71
Paris—	
Commercial, 60 days	5.51%
Commercial, sight	5.46%
Bankers' cables	5.45%
Bankers' checks	5.45%
Amsterdam—	
Commercial, sight	40½
Commercial, 60 days	40%
Bankers' sight	41%
Bankers' cables	41%
Copenhagen—	
Bankers' sight	25.90
Bankers' cables	26.10

Chicago Section

Money means everything on earth—To those who have not sufficient to meet their needs; to those who have no other recommendation to recognition; to the miser, the spendthrift and the philanthropist; to the builders of nations and national industries; to the seeker after power and more power, to dominate to crush. Money means nothing in eternity; there are no pockets in shrouds!

The William Davies Company, Limited, at Forty-first street and Union avenue, have just completed new offices adjoining the company's immense cold storage plant. These offices are spacious and elaborate and furnished in substantial, practical and artistic style—an all-mahogany effect—the whole, as it were, matching the nearly matchless personality of the president of the company's Illinois corporation, Mr. John T. Agar. The cold storage plant is eight stories and basement, with a capacity of 25,000,000 pounds, and conceded one of the finest structures of its kind in the country. Henschien & McLaren were the architects. The company has just commenced the operation of a canning factory, located just north of the John Agar Packing Company's plant.

We are in receipt of a yard-long photograph from Fred C. Sawyer, president of the Midland Packing Company, Sioux City, Iowa, showing progress on the new plant, now past the third story on nearly all the buildings. The architects are Gardner & Lindberg. The plant will be ready for operation in June, from present indications, and will be complete and up to date in every detail, including all by-products equipment.

The plant and equipment will cost something over \$1,000,000, and will have a normal killing capacity of 12,000 hogs and 2,000 cattle per week, and these numbers can be largely exceeded at times. The storage capacity is about twelve million pounds.

The company started out with a capital of

\$3,500,000, and at a recent meeting the capital was increased to \$8,000,000. There are some 2,000 stockholders at the present time, largely farmers and feeders in Iowa and South Dakota, and of them Mr. Sawyer says: "I have met a great many of them personally from time to time and am pleased with their enthusiasm. I count them as the greatest asset we have." He adds: "I am very enthusiastic over the proposition and am particularly bullish on Sioux City as a location for this kind of industry. I think also we have the best location in the stock yards."

The United States Bureau of Markets says: Commission men and others who have been connected with the stock yards at Chicago for many years state that never before to their recollection have the stock yards as a whole been in such clean condition for this time of the year as they are at the present time. On account of the many complaints that were coming to the Bureau of Markets late last fall and early this winter, one of the bureau's assistant supervisors has given most of his time to this work, and favorable progress has been made. With the labor situation somewhat relieved more men have been hired by the Stock Yards Company, every available wagon or cart has been pressed into service, and the work has been so systematized as to produce the best possible results. The most urgent needs have received first attention, but every complaint has been investigated and conditions corrected where needed. Favorable weather which prevailed practically throughout January was also a helpful factor in bringing about the satisfactory results that have been obtained, and in point of total number of carloads of manure and refuse hauled from these yards the month was a record breaker, with 335 carloads.

land is credited with having several weeks' supply of meats on hand and very little of our exports have been going to England, and if they feel disposed to cut the price on the meats that they now have on hand, it will only necessitate them putting them back on again when their present supply is exhausted, or selling meat at a loss, a practice that is very unusual.

We are inclined to follow the line of thought that is given strength by the reports of Mr. Hoover. He is the most reliable authority we know of in foreign requirements for food. He has urged economy in the use of meats in this country repeatedly since the war, and has also said a great many times that all the meats that we could produce would be needed by the starving people of Europe.

He is on the ground and has been most of the time for the last four years. He must know what he is talking about. He is backed up by many other well-informed people, and logical reasoning as to what conditions must be after four years of war encourages us in the belief that the condition that Mr. Hoover represents as to the need of food is correct. Industrial conditions will improve from now on as the spring opens up. Very little building has been going on since the war started. Take Chicago, as an example. Rents have been raised all over the city, and as it is impossible to find accommodations, there is a big shortage of residences and there is also a lot of business building to start.

We think by the first of May everything will be moving and there will be little complaint about high prices. High prices are, no doubt, a burden to a great many people, but they cannot be changed under present conditions, and we might just as well look the situation squarely in the face.

WORLD'S NEED OF MEATS.

(Continued from page 21)

The morning papers report a cut of 4c. a pound in meats in England. Whether this be true or not, we cannot see where it will make any difference with our markets. Eng-

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SATISFACTORY RESULTS**

"AND YOU CAN'T BEAT CORK!"

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THE UNION INSULATING CO. Great Northern Building CHICAGO

ANHYDROUS SUPREME AMMONIA

**"EVERY OUNCE ENERGIZES"
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Less power and less coal = less expense.

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**Packers and Commission
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Members of the American Meat
Packers' Association

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**UNION STOCK YARDS
CHICAGO**

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WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

Works:
ST. LOUIS

General Sales Dept., Old Colony Bldg.
CHICAGO

47 Second St.
SAN FRANCISCO

Watch Page 48 for Business Chances

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 10.....	29,558	2,534	36,314	16,552
Tuesday, Feb. 11.....	22,813	4,675	53,793	22,840
Wednesday, Feb. 12.....	7,936	1,210	29,590	8,725
Thursday, Feb. 13.....	9,524	3,715	56,069	13,951
Friday, Feb. 14.....	3,185	492	56,661	9,372
Saturday, Feb. 15.....	657	48	27,081	674
Totals last week.....	73,673	12,683	250,538	72,114
Previous week.....	58,333	9,258	171,789	81,580
Year ago.....	70,179	12,523	224,942	67,352
Two years ago.....	56,846	13,447	234,655	71,634

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 10.....	4,767	170	10,725	2,684
Tuesday, Feb. 11.....	3,384	176	10,018	2,321
Wednesday, Feb. 12.....	5,605	73	12,420	1,472
Thursday, Feb. 13.....	3,841	162	10,209	3,253
Friday, Feb. 14.....	3,816	53	8,182	1,616
Saturday, Feb. 15.....	613	...	8,451	920
Totals last week.....	21,086	634	60,005	12,266
Previous week.....	17,224	299	47,529	21,520
Year ago.....	15,278	604	32,307	22,783
Two years ago.....	16,398	820	50,887	16,093

TOTAL RECEIPTS FOR YEAR TO DATE.

	Cattle.	Hogs.	Sheep.
1919.....	496,012	1,556,696	594,637
1918.....	399,378	1,179,062	426,466

Combined receipts of hogs at eleven points:

Week ending February 15, 1919.....	767,000	
Previous week.....	632,000	
Cor. week, 1918.....	729,000	
Cor. week, 1917.....	773,000	
Cor. week, 1916.....	793,000	
Cor. week, 1915.....	617,000	
Cor. week, 1914.....	490,000	
Total year to date.....	5,557,000	
Same period, 1918.....	4,706,000	
Same period, 1917.....	5,239,000	
Same period, 1916.....	5,690,000	
Cor. week, 1915.....	5,634,000	
Cor. week, 1914.....	3,965,000	

Combined receipts at seven points for week ending February 15, 1919, with comparisons:

	Cattle.	Hogs.	Sheep.
This week.....	219,000	674,000	176,000
Previous week.....	169,000	540,000	182,000
1918.....	192,000	572,000	147,000
1917.....	176,000	680,000	235,000
1916.....	136,000	673,000	218,000
1915.....	90,000	555,000	192,000
1914.....	136,000	421,000	271,000

TOTALS FOR YEAR WITH COMPARISONS.

	Cattle.	Hogs.	Sheep.
1919.....	1,560,000	4,639,000	1,283,000
1918.....	1,347,000	3,747,000	1,191,000
1917.....	1,256,000	4,444,000	1,470,000

CHICAGO PACKERS' HOG SLAUGHTER.

Armour & Co.....	37,300
Anglo-American.....	13,300
Swift & Co.....	26,700
Hammond Co.....	17,400
Morris & Co.....	18,100
Wilson & Co.....	20,500
Boyd-Lunham.....	11,800
Western Packing Co.....	10,600
Roberts & Oake.....	7,300
Miller & Hart.....	4,700
Independent Packing Co.....	7,600
Brennan Packing Co.....	6,900
Others.....	22,200
Totals.....	204,400
Previous week.....	155,500
Year ago.....	206,900

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$15.85	\$17.55	\$10.80	\$16.90
Previous week.....	16.45	17.60	10.55	16.70
Cor. week, 1918.....	11.50	16.10	11.85	16.35
Cor. week, 1917.....	10.40	12.35	11.20	14.40
Cor. week, 1916.....	8.20	8.20	7.55	11.00
Cor. week, 1915.....	7.20	6.65	6.45	8.45
Cor. week, 1914.....	8.25	8.65	5.70	7.55
Cor. week, 1913.....	8.30	8.36	6.00	8.60
Cor. week, 1912.....	6.60	6.22	4.05	6.05
Cor. week, 1911.....	6.15	7.26	4.26	6.10

CATTLE.

Choice to medium steers.....	\$19.00@20.00
Good to medium steers.....	18.00@19.25
Medium to good steers.....	15.00@18.50

Plain to medium steers.....	12.00@16.50
Yearlings, fair to choice.....	13.00@18.00
Stockers and feeders.....	8.50@13.00
Good to prime cows.....	9.75@12.75
Fair to prime heifers.....	9.00@15.00
Fair to good cows.....	6.50@10.00
Canners.....	6.50@ 7.00
Cutters.....	6.75@ 8.00
Bologna bulls.....	7.50@ 8.75
Butcher bulls.....	10.00@12.00
Veal calves.....	14.00@15.50

HOGS.

Fair to choice light hogs.....	\$17.00@17.60
Choice light butchers.....	17.40@17.75
Medium wt. butchers, 225-260 lbs.....	17.75@17.85
Heavy wt. butchers, 270-350 lbs.....	17.70@17.95
Mixed packing.....	17.50@17.60
Heavy packing.....	16.90@17.15
Rough packing.....	16.50@16.80
Pigs, fair to good.....	13.75@16.85
Stags (subject to 70 lbs. dockage).....	15.00@16.25

SHEEP.

Western lambs.....	\$15.00@18.00
Native lambs.....	14.75@17.90
Yearlings.....	13.50@16.50
Wethers, good to choice.....	9.50@12.50
Ewes, fair to choice.....	9.00@12.15
Feeding lambs.....	14.00@16.25

CHICAGO PROVISION MARKETS

Range of Prices.

SATURDAY, FEBRUARY 15, 1919.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	\$39.50	\$41.10	\$39.50	\$41.05
July.....	...	...	...	39.85
LARD—(Per 100 lbs.)—				
May.....	24.30	25.05	24.30	25.00
July.....	23.30	24.17	23.30	24.10
RIBS—(Boxed, 25c. more than loose)—				
May.....	21.05	22.72	21.05	22.72
July.....	21.45	22.00	21.45	22.00

MONDAY, FEBRUARY 17, 1919.

PORK—(Per bbl.)—				
May.....	40.85	41.10	40.10	40.10
July.....	38.85	39.65	38.85	38.85
LARD—(Per 100 lbs.)—				
May.....	24.37	25.15	24.00	24.65
July.....	23.90	24.32	23.60	23.82
RIBS—(Boxed, 25c. more than loose)—				
May.....	22.60	22.80	22.37	22.37
July.....	21.90	22.00	21.60	22.60

TUESDAY, FEBRUARY 18, 1919.

PORK—(Per bbl.)—				
May.....	39.35	40.15	39.35	39.85
July.....	38.25	38.25	38.05	38.25
LARD—(Per 100 lbs.)—				
May.....	24.37	24.70	24.37	24.50
July.....	23.50	23.77	23.50	23.65
RIBS—(Boxed, 25c. more than loose)—				
May.....	22.37	22.37	22.12	22.20
July.....	21.55	21.55	21.17	21.25

WEDNESDAY, FEBRUARY 19, 1919.

PORK—(Per bbl.)—				
May.....	39.80	40.50	39.47	39.65
July.....	37.50	37.50	37.50	37.50
LARD—(Per 100 lbs.)—				
May.....	24.50	24.57	24.30	24.35
July.....	23.55	23.70	23.40	23.40
RIBS—(Boxed, 25c. more than loose)—				
May.....	22.20	22.45	22.00	22.05
July.....	21.55	21.47	20.95	21.00

THURSDAY, FEBRUARY 20, 1919.

PORK—(Per bbl.)—				
May.....	40.00	40.65	40.00	40.65
July.....	37.90	38.50	37.90	38.50
LARD—(Per 100 lbs.)—				
May.....	24.50	24.85	24.50	24.85
July.....	23.90	23.90	23.77	23.90
RIBS—(Boxed, 25c. more than loose)—				
May.....	22.45	22.55	22.45	22.55
July.....	21.45	21.50	21.40	21.50

FRIDAY, FEBRUARY 21, 1919.

PORK—(Per bbl.)—				
May.....	41.50	41.50	40.75	41.12
July.....	...	...	...	38.60
LARD—(Per 100 lbs.)—				
May.....	25.35	25.35	25.12	25.35
July.....	24.40	24.40	24.15	24.40

RIBS—(Boxed, 25c. more than loose)—				
May.....	23.05	23.05	22.82	23.05
July.....	22.00	22.00	21.70	21.90

†Bid. ‡Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	40	\$50
Native Sirloin Steaks.....	40	\$50
Native Porterhouse Steaks.....	50	\$60
Native Pot Roasts.....	30	\$35
Rib Roasts from light cattle.....	25	\$30
Beef Stew.....	18	\$20
Boneless Corned Briskets, Native.....	28	\$32
Corned Rump, Native.....	25	\$30
Corned Ribs.....	20	\$22
Corned Flanks.....	20	\$22
Round Steaks.....	30	\$38
Round Roasts.....	28	\$35
Shoulder Roasts.....	28	\$35
Shoulder Neck End, Trimmed.....	22	\$25

Lamb.

Hind Quarters, fancy.....	38	\$40
Fore Quarters, fancy.....	28	\$32
Legs, fancy.....	38	\$40
Stew.....	20	\$25
Chops, shoulder, per lb.....	32	\$35
Chops, rib and loin, per lb.....	40	\$45
Chops, French, each.....	15	\$15

Mutton.

Legs.....	22	\$25
Stew.....	18	\$20
Shoulders.....	22	\$25
Shoulder Steaks.....	24	\$35
Hind Quarters.....	25	\$28
Fore Quarters.....	18	\$22
Rib and Loin Chops.....	30	\$35
Shoulder Chops.....	25	\$35

Pork.

Pork Loins.....	28	\$32
Pork Chops.....	30	\$35
Pork Shoulders.....	25	\$25
Pork Tenderloins.....	45	\$48
Pork Butts.....	28	\$30
Spare Ribs.....	18	\$20
Hocks.....	20	\$20
Pigs' Heads.....	18	\$18
Leaf Lard.....	27	\$27

Veal.

Hind Quarters.....	28	\$32
Fore Quarters.....	20	\$25
Legs.....	28	\$32
Breasts.....	25	\$28
Shoulders.....	25	\$28
Cutlets.....	45	\$48
Rib and Loin Chops.....	35	\$40

Butchers' Offal.

Suet.....	18	\$18
Tallow.....	44	\$44
Bones, per cwt.....	75	\$75
Calfskins, 8 to 15 lbs.....	40	\$40
Calfskins, under 18 lbs. (decrease).....	75	\$75
Kips.....	28	\$28

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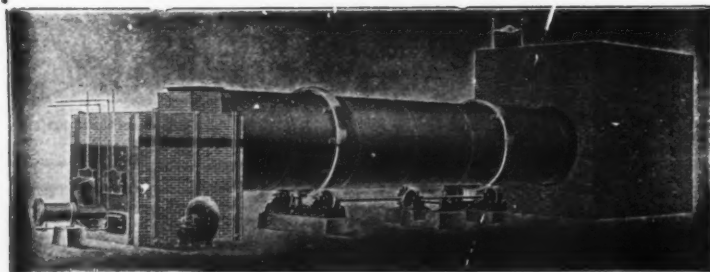
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Import Agents

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Watch Page 48
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Business Chances

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Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the
world. Material carried in stock for standard sizes.

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American Process Co.
68 William St. New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers	27	@28
Good native steers	24	@25
Native steers, medium	20	@22
Heifers, good	17	@19
Cows	16	@16
Hind Quarters, choice	33	@33
Fore Quarters, choice	21	@21

Beef Cuts.

Beef Tenderloins, No. 1	@45
Beef Tenderloins, No. 2	@42
Steer Loins, No. 1	@53
Steer Loins, No. 2	@47
Steer Short Loins, No. 1	@59
Steer Short Loins, No. 2	@51
Steer Loin Ends (hips)	@32
Steer Loin Ends, No. 2	@30
Cow Short Loins	@25
Cow Loin Ends (hips)	@25
Cow Loins	@16
Sirloin Butts, No. 3	@24
Strip Loins, No. 3	@18
Steer Ribs, No. 1	@43
Steer Ribs, No. 2	@38
Cow Ribs, No. 1	@23½
Cow Ribs, No. 2	@20½
Cow Ribs, No. 3	@16
Rolls	@25
Steer Rounds, No. 1	@23
Steer Rounds, No. 2	@22
Cow Rounds	@16
Flank Steak	@26
Rump Butts	@17
Steer Chucks, No. 1	@21
Steer Chucks, No. 2	@20
Cow Chucks	@15½
Boneless Chucks	@19
Steer Plates	@18½
Medium Plates	@17
Briskets, No. 1	@20
Briskets, No. 2	@17
Shoulder Clods	@24
Steer Navel Ends	@18½
Cow Navel Ends	@15½
Fore Shanks	@10
Hind Shanks	@8
Hanging Tenderloins	@20
Trimblings	@17

Beef Product.

Brains, per lb.	7½	@10
Hearts	8	@9
Tongues	19	@24
Sweetbreads	30	@32
Ox Tail, per lb.	8½	@9½
Fresh tripe, plain	7	@7
Fresh tripe, H. C.	9½	@10½
Livers	7½	@7
Kidneys, per lb.	7	@7

Veal.

Heavy Carcass	16	@19
Light Carcass	20	@22
Good Carcass	23	@26
Good Saddle	30	@32
Medium Racks	12	@12
Good Racks	19	@19

Veal Product.

Brains, each	7½	@10
Sweetbreads	31	@40
Calf Livers	29	@31

Lamb.

Medium Lambs	.....	@30
Round Dressed Lambs	.....	@31
Saddles, Medium	.....	@32
R. D. Lamb Fores	.....	@28
Lamb Fores, Medium	.....	@26
R. D. Lamb Saddles	.....	@33
Lamb Fries, per lb.	.....	19 @20
Lamb Tongues, each	.....	@4
Lamb Kidneys, per lb.	.....	@25

Mutton.

Medium Sheep	.....	@20
Good Sheep	.....	@23
Medium Saddles	.....	@24
Good Saddles	.....	@26
Good Fores	.....	@18
Medium Racks	.....	@16
Mutton Legs	.....	@26
Mutton Loins	.....	@25
Mutton Stew	.....	@14
Sheep Tongues, each	.....	@4
Sheep Heads, each	.....	11½ @12

Fresh Pork, Etc.

Dressed Hogs	.....	@21
Pork Loins	.....	@27½
Leaf Lard	.....	@25½
Tenderloins	.....	@40
Spare Ribs	.....	@44
Butts	.....	@24
Hocks	.....	@16
Trimblings	.....	@12
Extra Lean	.....	@22
Tails	.....	@13
Snouts	.....	@8
Pigs' Feet	.....	@6
Pigs' Heads	.....	@13¾
Blade Bones	.....	@9
Blade Meat	.....	@18
Cheek Meat	.....	@15
Hog Livers, per lb.	.....	@16
Nose Bones	.....	5 @5½
Skinned Shoulders	.....	@22
Pork Hearts	.....	@8½
Pork Kidneys, per lb.	.....	@7½
Pork Tongues	.....	@20
Slip Bones	.....	@9
Tail Bones	.....	@9
Brains	.....	@11
Backfat	.....	@22
Hams	.....	@20
Calas	.....	@23
Bellies	.....	@30

SAUSAGE.

Columbia Cloth Bologna	@17½
Bologna, large, long, round, in casings	@17
Choice Bologna	@22
Frankfurters	@18
Liver, with beef and pork	@18
Tongue and blood	@23
Mixed Sausage	@19
New England Style Luncheon Sausage	@20
Prepared Luncheon Sausage	@21
Special Compressed Sausage	@21½
Liberty Luncheon Sausage (Berliner)	@20½
Oxford Lean Butts	@35
Polish Sausage	@10½
Garlic Sausage	@17
Country Smoked Sausage	@20
Country Sausage, fresh	@21
Pork Sausage, bulk or link	@17
Pork Sausage, short link	@17½
Boneless lean butts in casings	@—
Luncheon Roll	@22
Delicatessen Loaf	@21
Jellied Roll	@—

Summer Sausage.

D'Aries, new goods	@—
Beef casing salami	@37½
Italian salami (new goods)	@43½
Holsteiner	@30½
Metwurst	@30½
Farmer	@35½
Cervelat, new	@45½

Sausage in Brine.

Bologna, kits	@1.95
Bologna, ¼¢@½¢	3.20@11.20
Pork, link, kits	@2.55
Pork, link, ¼¢@½¢	4.20@14.70
Polish sausage, kits	@2.50
Polish sausage, ¼¢@½¢	4.10@14.35
Frankfurts, kits	@2.30
Frankfurts, ¼¢@½¢	3.80@13.30
Blood sausage, kits	@1.65
Blood sausage, ¼¢@½¢	2.70@9.45
Liver sausage, kits	@1.80
Liver sausage, ¼¢@½¢	3.00@10.50
Head cheese, kits	@1.90
Head cheese, ¼¢@½¢	3.10@10.35

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 337-lb. barrels	\$15.50
Pickled Plain Tripe, in 200-lb. barrels	14.30
Pickled H. C. Tripe, in 200-lb. barrels	17.00
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pork Snouts, in 200-lb. barrels	—
Sheep Tongues, short cut, barrels	70.50

CANNED MEATS.

Corned and roast beef, No. 1	Per doz. 4.25
Corned and roast beef, No. 2	5.25
Corned and roast beef, No. 3	32.00
Corned beef hash, No. 1	—
Corned beef hash, No. 2	—
Corned beef hash, No. 3	—
Hamburger steak and onions, No. 1	—
Hamburger steak and onions, No. 2	—
Vienna Sausage, No. 1	—
Vienna Sausage, No. 2	—

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case	Per doz. \$3.50
4-oz. jars, 1 doz. in case	6.75
8-oz. jars, ½ doz. in case	10.00
16-oz. jars, ¼ doz. in case	21.00

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@41.00
Plate beef	@40.00
Prime Mess Beef	@41.00
Mess Beef	@40.00
Beef Hams (220 lbs. to bbl.)	@—
Rump Butts	@41.00
Mess Pork	@40.00
Clear Fat Racks	@61.50
Family Back Pork	@51.00
Bean Pork	@40.00

LARD.

Pure lard, kettle rendered, per lb., tes.	@28½
Pure lard	@27½
Lard, substitute, tes.	@24½
Lard compounds	@24
Cooking oil, per gal., in barrels	@22½
Cooks' and bakers' shortening tubs	@27½
Barrels, ¼ c. over tierces, half barrels, ¼ c. over tierces; ½ c. and pails, 10 to 80 lbs., ¼ c. to 1 c. over tierces.	@—

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	28½@30
Cartons, rolls or prints, 1 lb.	@33
Certons, rolls or prints, 2@5 lbs.	@32½
Shortenings, 30@60 lb. tubs	@24
Nut margarine, prints, 1 lb.	@28

DRY SALT MEATS.

(Boxed. Loose are ¼ c. less.)	
Clear Bellies, 14@16 avg.	@32.00
Clear Bellies, 18@20 avg.	@31.50
Rib Bellies, 20@25 avg.	@31.00
Fat Backs, 10@12 avg.	@25.00
Fat Backs, 12@14 avg.	@25.50
Fat Backs, 14@16 avg.	@26.00
Extra Short Clears	@28.00
Extra Short Ribs	@27.25
Butts	@19.50

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@33
Hams, 16 lbs., avg.	@33
Skinned Hams	@34
Calas, 4@6 lbs., avg.	@24½
Calas, 6@12 lbs., avg.	@23
New York Shoulders, 8@12 lbs., avg.	@26
Breakfast Bacon, fancy	@47½
Dried Beef Sets	@42½
Wide, 12@14 avg., and strip, 6@7 avg.	@84½
Wide, 5@6 avg., and strip, 3@4 avg.	@86½
Rib Bacon, wide, 8@12 avg., and strip, 4@6 avg.	@83
Dried Beef Inches	@43½
Dried Beef Knuckles	@41½

Dried Beef Outsides	@41½
Skinned Balled Hams	@46
Regular Balled Hams	@45
Balled Calas	@43
Cooked Loin Rolls	@47
Cooked Balled Shoulder	@33

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Beef rounds, per set	@14
Beef export rounds	@18
Beef middles, per set	@39
Beef bungs, per piece	@15
Beef weasands	@8½
Beef bladders, medium	@60
Beef bladders, small, per doz.	@95
Hog casings, free of salt, regular	@1.40
Hog casings, f. o. s., extra narrow	@1.60
Hog middles, per set	@20
Hog bungs export	@21
Hog bungs, large	@15
Hog bungs, medium	@11
Hog bungs, narrow	@7
Hog stomachs, per piece	@10
Imported wide sheep casings	—
Imported medium wide sheep casings	—

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.

Dried blood, per unit	5.15@5.25
Hoof meal, per unit	4.90@5.00
Concentrated tankage, ground	4.70@4.75
Ground tankage, 11%	4.80@5.00
Ground tankage, 9 and 20%	4.50@4.60
Crushed tankage, 9 and 20%	3.00@4.00
Ground tankage, 6½ and 50%	39.00@40.00
Ground raw bone, per ton	37.00@38.00
Ground steam bone, per ton	28.00@30.00

HORNS, HOOFS AND BONES.

Horns, No. 1, per ton	200.00@210.00
Horns, black, per ton	50.00@60.00
Horns, striped, per ton	50.00@60.00
Horns, white, per ton	80.00@85.00
Flat shin bones, 40 lbs. av. per ton	65.00@70.00
Round shin bones, 38-40 lbs., av. per ton	65.00@70.00
Round shin bones, 50-52 lbs., av. per ton	80.00@85.00
Long thigh bones, 90-95 lbs., av. per ton	150.00@160.00
Skulls, jaws and knuckles, per ton	25.00@30.00

LARD.

Prime steam, cash	@25.50
Prime steam, loose	@24.35
Leaf	@24.50
Compound	22.50@23.00
Neutral lard	29.00@29.25

STEARINES.

Prime oleo	@13½
Tallow	@11½
Grease, yellow, loose	7½@8
Grease, A white, oleo	11@11½

OILS.

Oleo oil, extra	29½@29½
Oleo oil, No. 2	27@27½
Oleo stock	23½@24
Linseed, loose, per gal.	@1.37
Corn oil, loose	8@9½
Soya bean oil, seller tank, f. o. b. coast	10@10½

TALLOW.

Edible	12½@12½
Prime country	11@11½
Packers' prime, loose	9½@9½
Packers' No. 1, loose	9½@9½
Packers' No. 2	7@7½

GREASES.

White, choice	10½@11
White, "A"	9½@10
White, "B"	9@9½
Bone, naphtha extracted	6½@6½
Crackling	8½@9
House	6½@6½
Yellow	7½@7½
Brown	6@6½
Pigs' foot grease	9½@12
Garbage grease, loose	4½@5
Glycerine, C. P.	17½@18
Glycerine, dynamite	14½@15
Glycerine, crude soap	8@8½
Glycerine, candle	10@10½

COTTONSEED OILS.

P. S. Y., loose, Chicago	19½@20
P. S. Y., soap grade, f. o. b. Texas, nom. 19	@19½
Soap stock, bbls., concn., 62@65 f.o.b. Tex.	@5½
Soap stock, loose, reg., 50% f. a. Tex.	1@1½

COOPERAGE.

Ash pork barrels, black iron hoops	2.15@2.20
Oak Pork barrels, black iron hoops	2.25@2.30
Ash pork barrels, galv. iron hoops	2.35@2.40
Red oak lard tierces	5.25@5.31
White oak lard tierces	3.40@3.50
White oak ham tierces	@4.00

CURING MATERIALS.

Refined saltpetre, granulated, bbls.	@25
Refined saltpetre, crystals, bbls.	@27½
Double refined nitrate of soda, gran., f. o. b. N. Y. & S. F.	@6¼
Double refined nitrate of soda, crystals	@7¼
Boric acid, crystals to powdered	13¼@15
Borax, crystals to powdered	7¼@8¼
Sugar	—
White, clarified	@8.85
Yellow, clarified	@8.70
Plantation, granulated	@9.00

F. o. b. New Orleans. Less 2 per cent.

Salt—	—
Ashton, in sacks, 224 lbs.	—
Ashton, car lots, per sack	—
English packing, T. H. & Co., car lots, per sack	—
English packing, Cheshire, car lots, per sack	—
English packing, pure dried, vacuum, per sack	—
English packing, Liverpool ground alum, per sack	—
Michigan, granulated, car lots, per ton	8.35
Michigan, medium car lots, per ton	9.35

Prices f. o. b. Chicago.

*Stocks exhausted.

Retail Section

RETAIL MARKET ADVERTISING

Business-Getting Methods Neglected by the Butcher

Written for The National Provisioner by A. C. Schueren.

[EDITOR'S NOTE.—This is the fifth of a series of articles on advertising as a means of increasing a retail meat dealer's trade. The author, who knows trade conditions thoroughly and intimately, discusses the subject from a practical standpoint, a "dollars-and-cents" point of view.]

Preparing Effective Advertisements.

Few people outside of the advertising profession realize how difficult it is and how much thought is required in order to write a good and effective advertisement. This fact is better illustrated by actually comparing the advertisements of the professionals and the layman—in this particular case, the retailer.

As previously stated, the main object of

can draw from this advertisement. One is that it benefits the entire meat trade, for other markets also handle meats which will prevent undernourishment. There is no desire created in the copy which will induce a housewife to go out of her way in order to visit this particular market. Furthermore, this advertisement appeared at a time when the Food Administration was campaigning to save meats, and all over the country posters and bills asked the people to eat less meat, and to save so as to fill the demands for our army and the allies. It did not create good-will with anybody who really

WORKING CAPITAL

YOUR BEST working capital is your HEALTH.
Strength is often lost through insufficient nourishment.
You will always be well nourished if you eat our

MEATS

They give you that vim and vigor so necessary in the present strenuous times, when you have need of every ounce of energy you can master.

Sanitary Meat Market

W. B. McCall, Prop.

newspaper publicity is to secure business, directly or indirectly. In other words, it is salesmanship in print, so the principles of good salesmanship should also be reflected in an advertisement.

There are four basic rules by which a good salesman is guided in making a sale, namely: To attract attention, to create desire, to inspire confidence, and to "close" a sale. And a student of all good advertisements will find either all or the majority of these principles embodied in good newspaper "copy."

To bring out these features, take the advertisement which is reproduced here from a New England paper in a city of about 100,000 population.

The headline "Working Capital" attracts attention undoubtedly, but will such wording attract the eyes of the housewife, the buyer of the meats? It certainly will not. It will interest the business man, the banker, or some one who is interested in "working capital," but the housewife's eyes will not be attracted by it, as "working capital" is the last thing she is apt to be thinking about, and it is difficult to connect this wording with meats.

Considering this, the effectiveness of the advertisement is practically lost. Further analyzing the copy, it may be summed up as telling that the eating of meats will prevent undernourishment, and that the advertiser's meats will do this.

There are a great many conclusions one

thought about the reading matter, and it is difficult to conceive very good results from this particular advertisement.

(In the next article the writer will illustrate and discuss other retail meat advertisements which he ran across in daily newspapers.)

(To be continued.)

1919 WAR SAVINGS IN NEW YORK.

The War Savings campaign of 1919 in New York City will be given impetus on the evening of Monday, February 24, when five thousand representative citizens from all the boroughs are expected to gather in convention at Carnegie Hall, there to decide upon ways and means for making successful the drive to enroll every resident of Greater New York in war savings societies.

Patriotism will be the keynote of addresses by Major-General Charles T. Menoher, head of the Aircraft Department, United States Army; Captain A. P. Simonds, well-known military observer, and others. Troop details will be present to show that this is still a nation in arms. Miss Myrna Sharlow and Forrest Lamont, of the Chicago Opera Company, will sing and a military band will play patriotic airs.

ANSWERS TO INCOME TAX QUESTIONS.

You will find answers to your income tax questions from week to week on page 18, in the department entitled "Practical Points for the Trade."

The conference, the first of its kind, will be attended by Benjamin Strong, governor of the Federal Reserve Bank; Guy Emerson, vice-director of the Government Loan Organization, in charge of Publicity and War Savings; Vernon Munroe, assistant director of War Savings in the Second Federal Reserve District; L. C. Boochever, manager of the New York City War Savings Bureau, and others. One-minute reports, from each of the twenty-five different trades committees, will show the results attained since the launching of the War Savings campaign last year.

Joseph Hartigan, head of the Foreign Language Division of the War Savings Committee, will preside. Chairmen of different trades committees will occupy boxes. It is expected that William Fellowes Morgan, president of the Merchants' Association, and chairman of the Trades Committee of the Pioneer Division, will attend. Invitations have been sent to all district superintendents of schools and other persons who have rendered material aid in W. S. S. work.

Delegations from the different boroughs will attend in bodies, each headed by the leader for War Savings, in his particular borough. Edwin P. Maynard will lead War Savings Society workers from Brooklyn, Richard S. Newcombe will head the Queens delegation, William G. Wilcox will be in charge of the Richmond workers, and Irving Crane will head those from the Bronx.

LOCAL AND PERSONAL.

A new meat market will be opened at 3 Centre street, North Adams, Mass., by the Adams Beef Company.

Bernardino Capodagli and Angelo Berardi have purchased the meat market at 194 Hurd avenue, Bridgeport, Conn., from Domenico Belletto and Guiseppina Belletto.

The grocery firm of Gloe & Deltgen is arranging for the operation of a meat market in the rear of their grocery establishment at Eleventh avenue and Eighth street, Clinton, Iowa.

Henry Sauer and Oscar Dahlberg will open a meat market at 321 Chestnut street, Atlantic, Iowa.

Contract has been let by W. H. Barrett for repairs on his meat market on South Main street, Orange, Mass., which was recently badly damaged by fire.

Mr. Markson's meat market at 523 Bleecker street, Utica, N. Y., has been burglarized.

Brockelman Bros., proprietors of a chain of meat markets in Fitchburg, Mass., have purchased the Conant-Chapin Market at Leominster, Mass.

The Economy Market, 15 Exchange place, Jersey City, N. J., to deal in meats, provisions, groceries, etc. has been incorporated with a capital stock of \$50,000.

The newest addition to the Manchester Markets is the Concord Street Market at 28 Concord street, Manchester, N. H. The proprietor is L. P. Chandonet.

Jacob Schoppick has sold his butcher business in Bridgeport, Conn., to Sam Gold and Harry Mendick.

Fred Langreder bought a meat market in Warren, Minn.

Charles A. Nelson opened a meat market in Greenbush, Minn.

Kramer's Meat Market at Edgeley, N. D., has been burned.

A meat market has been opened at Litchfield, N. D., by Long & Loberg.

Mr. Bevers has sold his interest in the meat firm of Bevers & Peterson at Douglas, N. D., to Knute Johnson.

A half interest in Andrew Bennes' meat market at Brinsmade, N. D., has been purchased by Andrew Bennes.

Brozik & Sons have re-engaged in the meat business at Waseca, Minn.

Oscar Erickson bought a meat market in Jasper, Minn.

C. W. DeBoer bought the Burbridge meat business at Nyssa, Idaho.

John A. Banyar opened a meat market in Braidwood, Ill.

Nate Gearke has disposed of his meat market in Le Mars, Iowa, to Fred Madsen.

George and Fred Bell have purchased the City Meat Market at Streeter, N. D.

A. W. Miller sold out his meat market in Willow City, N. D., to A. J. LaRochele.

Geckle & Seitz sold out their meat business in Kalida, Ohio, to John Best.

Richard Haeder will open a meat market in Yake, S. D.

F. A. Johnson has disposed of his meat market in Brownsdale, Minn., to J. A. Neis.

The meat markets of D. W. Williams & Company and Brown & Hemmings at New London, Iowa, have been purchased by O. P. Wier.

A Greek grocery and meat market on Wilson avenue, near Truesdale, Youngstown, Ohio, has been destroyed by fire.

The meat market of Kowalewski & Lezak on Pleasant street, Northampton, Mass., has been damaged by fire.

William H. O'Neill has sold his meat market in Brewster, Conn., to a butcher in Danbury, Conn.

Simon Rose & Son opened a meat and grocery market at 33 Murray street, Ansonia, Conn.

T. A. Hull & Son have moved their meat and grocery market to 209-211 East Washington street, Clinton, Ill.

Cline & Spencer have sold their grocery and meat market at Bridgewater, Va., to A. C. Miller of Weyers Cave, Va.

The Williams & Vaught Company, Little Rock, Ark., has been incorporated with a capital stock of \$10,000 by T. L. Williams and R. L. and A. J. Vaught to conduct a meat market.

J. C. Keefe will open a meat and grocery store on Forbes street, Northampton, Mass.

Carl Alpers and William Oberringer have purchased the S. & K. Market at 627 First avenue, South, Fort Dodge, Iowa, from Stein & Kinney, of Chicago.

D. Hartstein has sold his meat and grocery market on the corner of Spring and Main streets, South Bend, Ind., to William Orser.

H. P. Beechner, of Easton, Kan., has leased the Inverarity Meat Market and equipment, Oskaloosa, Kan., and will open soon.

R. M. Johnson has purchased the City Meat Market, Mt. Hope, Kan., from Guy Suhm.

W. E. Johnson and Will Ward have purchased the Antlers Sanitary Meat Market, Antlers, Okla., from John Hengen.

M. W. Peterson has purchased the Home Meat Market, Syracuse, Kan.

G. A. Morris and George Miller have purchased the Bower Meat Market in Abilene, Kan.

M. J. Jones has sold out his meat business in Elm Creek, Neb., to M. Stallbaries, of Brady.

Ralph Clements has purchased the meat and grocery business in Bloomfield, Neb., of Ed. Thomas.

L. M. Smith has engaged in the meat business at Daisy, Wash.

William Brewer is about to begin the erection of a new meat market in St. Louis, Mich.

John Howe has engaged in the meat business at Carson City, Mich., coming from Elm Hall.

Joseph E. Collins, the butcher, has formed a partnership with James A. Golden in the purchase of the G. J. Groehst meat market at Jackson, Mich., which will be named the Central Meat Market, and operated as a branch market.

The meat market of Schramm Brothers at Barton, Md., has been destroyed by fire.

A Greater Profit

To sell a product, you must first create a desire for that certain article. To create this desire it is essential that meat dealers and provisioners establish thorough cleanliness throughout their shops and stores. It is human nature that creates this desire to see everything clean and sanitary, especially places that market food products.

This is the reason why

Wyandotte
Sanitary
Cleaner and Cleanser

is in such a great demand by butchers, provisioners and others where cleanliness is an asset to their business.

Its thorough cleaning qualities combined with its easy rinsing qualities makes it very desirable, because it leaves no traces of itself to cause injurious or harmful effects.

This cleaner not only removes all objectionable matter, but makes sour places pure and wholesome, eliminating odors and nauseating smells that are so disastrous to health conditions.

As an economy this cleaner will materially reduce your cleaning expense. It Cleans Clean.

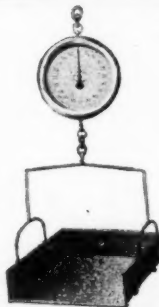
THE J. B. FORD CO.

Wyandotte, Mich.

Indian in circle



In every package



FOUR SCORE YEARS AND FOUR

Represent the progressive development of the CHATILLON SCALE

Here is the illustration of an improved type which, by a special device, automatically adjusts itself to varying temperature. We call it

"THERMOSEAL"

Each Thermoseal Scale is provided with unusually large rack and pinion, minimizing all inclination to vibration, and insuring sensitivity, precision and efficiency. Where accuracy and durability are demanded, CHATILLON "Thermoseal" is unequalled. Circular "P" gives prices and explains our liberal trade discounts.

JOHN CHATILLON & SONS

85 Cliff Street Established 1835 New York City

CONSOLIDATED RENDERING COMPANY

General Office

40 North Market Street

Boston, Mass.

MANUFACTURES TALLOW, GREASE, OLEO OIL AND STEARINE
DEALERS IN HIDES, SKINS, PELTS AND WOOL

New York Section

W. J. Mullen and P. H. Kenny, of Wilson & Company's canned meat department, Chicago, were in New York this week.

Walter Hesselbacher, cattle buyer for the United Dressed Beef Company at Chicago, was in New York City this week.

Swift & Company's sales of beef in New York City for the week ending February 15, 1919, averaged as follows: Domestic beef, 21.76 cents per pound.

It is announced that the United Master Butchers' Association of Brooklyn will published a semi-monthly bulletin to be posted in each store, classifying each grade of meat and explaining to the customer how and why such cuts are handled and why such prices are charged.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending February 15, 1919, by the New York City Department of Health: Meat—Manhattan, 836 lbs.; Brooklyn, 17,760 lbs.; Bronx, 1,354 lbs.; total, 19,950 lbs. Horse Meat—Brooklyn, 2,535 lbs. Fish—Manhattan, 201 lbs.; Brooklyn, 15 lbs.; total, 216 lbs. Poultry—Manhattan, 6,410 lbs.

Postmaster Patten again warns the public against trafficking in War Savings Certificates, which, under the terms and conditions of issue, are of no value except to the owner whose name appears thereon and are not transferable. Payment will be refused on all such certificates when presented by a person other than the proper owner, except when accompanied by a duly executed form authorizing a transfer to another person. Registered War Savings Certificates are payable only at the office of registration. In several cases where registered certificates have been improperly accepted by business houses for goods purchased, payment has been refused, and this warning is issued to prevent like occurrences in the future.

WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the United States Department of Agriculture:

WEDNESDAY, FEBRUARY 19, 1919.

Fresh beef, Western dressed:				
Steers:	New York.	Boston	Philadelphia	Washington
Choice	\$26.00@	\$26.00@	\$27.00@	\$
Good	25.00@26.00	24.50@26.00	25.00@26.00	25.00@26.00
Medium	24.00@25.00	22.00@24.00	23.00@24.00	22.00@25.00
Common	22.00@23.00		21.00@22.00	19.00@22.00
Cows:				
Good	22.00@23.00	21.00@23.00	22.00@24.00	20.00@21.00
Medium	20.00@21.00	20.00@21.00	20.00@21.00	18.50@19.50
Common	18.00@20.00	19.00@20.00	17.00@20.00	17.00@18.50
Bulls:				
Good	16.00@17.00	16.00@18.00	17.00@19.00	
Medium	15.00@16.00	14.00@15.00	15.00@16.00	
Common	14.00@15.00	14.00@14.50	14.00@15.00	
Fresh lamb and mutton, Western dressed:				
Lambs:				
Choice	28.00@30.00	28.00@30.00	30.00@	30.00@31.00
Good	27.00@28.00	27.50@28.00	28.00@29.00	29.00@30.00
Medium	26.00@27.00	27.00@27.50	27.00@28.00	28.00@29.00
Common	26.00@	25.00@27.00	25.00@26.00	25.00@28.00
Yearlings:				
Good	22.00@23.00			
Medium	21.00@22.00	17.00@18.00		
Common	18.00@20.00	16.00@17.00		
Mutton:				
Good	20.00@22.00	18.00@20.00	22.00@24.00	18.00@20.00
Medium	19.00@20.00	17.00@18.00	19.00@21.00	18.00@18.00
Common	18.00@19.00	16.00@17.00	17.00@19.00	

New York Packers Set Sanitation Standard

The Manhattan Sanitary Inspection Association, one of the unique organizations of the meat industry, held its annual meeting and dinner on February 18 at the Hotel Astor, New York City. This association comprises government-inspected packing and rendering plants and other like meat and by-product establishments in Manhattan, which have banded together to inspect and regulate themselves, and to set and maintain such a high standard that municipal and government inspection will simply serve as a verification of the advance work already done by the association's own corps of inspectors. It has been in existence for a number of years and has an enviable record.

Some 50 or 60 members gathered for the meeting at the Hotel Astor, at which Chairman W. H. Noyes, of Swift & Company, presided. Some of the accomplishments and purposes of the organization are indicated in the following extracts from the annual address of Chairman Noyes:

War Made Conditions Difficult.

"The past year has been an eventful one, due primarily to conditions brought about by the Great War. During a greater part of the year the offices of the association were turned over to the various war activities, consisting of the Third and Fourth Liberty Loans, Red Cross and United War Work Campaign, and I want to take this opportunity of expressing to the members of the association, as your chairman, my deep appreciation of the splendid support given by the members of the association to all of these war activities.

"Your interest in these matters shows conclusively where our industry stands in relation to the things that are of greatest importance to our country.

"The objects of the association, however, have been carried out, but there were times when we were working under considerable difficulty in maintaining the sanitary standard of the rendering establishments, due to the large number of men entering the service, transportation difficulties and a general shortage of all classes of labor. These conditions, of course, interfered with the efficiency of the various plants.

"Our inspectors have continued the treatment to exhausted animals with very satisfactory results. However, a greater number of dead animals, especially sheep and lambs, were received at the unloading docks than heretofore. This was, no doubt, due to transportation difficulties.

"The Federal Railway Administration appointed a special Live Stock Committee to report on the handling of livestock throughout the country. While in New York this committee held conferences last fall, which will probably result in the adoption of livestock schedules from the various stock centers to this section.

Suggestions for Members to Follow.

"May I not at this time, urge upon all of the members the necessity of watching carefully all sanitary conditions pertaining to the various plants? In order that we may not be the subject of criticism from the Departments of Health, Street Cleaning and other departments of the city, I suggest that:

"All sidewalks and approaches should be swept every day as soon after the early morning shipment as possible.

"All areaways should be kept free of dirt and other litter.

"Windows of all establishments should be kept clean and broken glass repaired.

"All rubbish, accumulation of coal dust, etc., should be removed from the roofs.

"All wagons should be kept in a clean and sanitary condition.

"All meats should be well covered and protected from dust.

"It is very important that no blood be allowed to escape into the rivers, and that wagons handling inedible products are so constructed that liquid matter will not leak out on the streets.

"All runways, pens and barriers should be kept clean and painted or white-washed.

"I urgently recommend that any repairs contemplated, where inedible products are handled, be made at this season of the year, instead of during the hot weather.

"The best proof that we are in full co-operation with the City, State and Federal Governments is to keep our premises at all times in such condition as well insure commendable reports from the officials of the respective departments with which we come in contact."

Enlarge Scope of the Membership.

At this session the by-laws of the association were amended to include in its membership individuals or concerns in other parts of Greater New York than Manhattan, and also those in Hudson County, N. J. The Nagle Packing Co., of Jersey City, has already applied for membership. Stockyards' companies will also be admitted to membership, which will bring them under the scrutiny of the association's inspectors.

The officers and directors of the organization were re-elected unanimously, as follows: Chairman, W. H. Noyes, Swift & Co.; vice chairman, Charles Hutwelker, Hutwelker & Company; treasurer, Albert T. Rohe, Rohe & Bro.; secretary, H. A. Smith, United Dressed Beef Co.; executive committee, the officers and J. C. Good, Wilson & Co.; Leo S. Joseph, New York Butchers' Dressed Meat Co., and M. Sanders, New York Veal & Mutton Co.

The dinner following the meeting, served in the college room of the Astor, was the most

successful ever held by the association. The masterly hand of Albert Rohe was evident both in the menu arrangement and in the plans for entertainment, which were unique. Chairman Noyes presided gracefully and energetically throughout the evening, beginning with the call for a toast to President Wilson, and calling upon various guests for informal remarks in the intervals of the vaudeville performance, which latter included music, legerdemain, comedy and other forms of entertainment calculated to produce hilarity.

A New Anecdote of Abraham Lincoln.

The veteran William Dalton, pioneer West Side meat man, long ago graduated into politics, told a brand new anecdote of Abraham Lincoln which deserved recording. As a boy of 9 Dalton stood one cold March morning in 1861 at the corner of 11th avenue and 40th street, in company with Thomas Halligan—who was at the dinner to vouch for the story, by the way—when a train on the New York Central approached. The route to Washington in that day was down the West Side to St. John's Park and then across the ferry to the Pennsylvania depot. The boys noticed the train was "sort of dressed up," as Dalton expressed it; a little more pretentious than the every-day "Dolly Varden." It stopped opposite where they stood, and a tall, gaunt man in a long coat and an old-fashioned tall hat came out upon the rear platform. Seeing the boys, he said: "Hello, boys. What's that smell I notice so strong here?" The boys explained that it was the hog killing places in the neighborhood. "Well, boys," said the stranger, who was Abraham Lincoln on his way to Washington to be inaugurated President of the United States, "that must be a good business. I hope you'll get into it, and make a lot of money!"

A toast to the memory of Lincoln naturally followed Mr. Dalton's remarks, and while he was on his feet he paid a tribute to Theodore Roosevelt, and called for a silent toast to the memory of that great American.

A. H. Van Pelt, general superintendent for Armour & Company, in New York; J. C. Good, vice president of Wilson & Company, and others were called upon for impromptu remarks, and contributed their share to the enjoyment of the evening.

Those present at the dinner were:

W. H. Noyes, J. C. Good, Leo S. Joseph, E. J. Mayer, W. Blumenthal, Albert Rohe, H. A. Smith, F. L. Bisbee, H. S. Bicket, Wm. Dalton, Thomas Halligan, Abram Straus, Emanuel Straus, Louis Adler, L. F. Gerber, Louis Joseph, W. Plaut, Dan J. Harrington, D. A. Harrington, Edward Figge, Charles Hutwelker, A. Frank, M. Weisbardt, H. Heineman, H. E. Trautman, G. Haug, Fred C. Turner, A. H. Van Pelt, W. A. Callaway, Meyer Meyer, Louis Meyer, Lieut. Word, I. Moskowitz, M. Lack, Wm. Rohe, J. S. Monaghan, Dr. J. D. Dunkel, J. W. Devorss, G. M. Worman, A. C. Dean, E. Fetterly, Paul I. Aldrich, W. F. Simon, Dr. Leland D. Ives, M. J. Scanlan, R. D. Scanlan, Moe Frank, Emanuel Frank, Louis Frank, Eugene Edwards, C. B. Brown, W. A. Severance, J. S. Morris, J. M. McGarry, and Dr. J. J. Pardue, chief inspector of the association.

HOOVER'S LETTER ON PACKERS.

(Continued from page 16)

Any of the great packers' equipment in this particular would in any even require a great deal of extension to effect such objectives, and we are in no position to find the material and labor during the war.

We do need an absolute assurance to the food trades of such terminal facilities as will allow any manufacturer or dealer in any food product equal opportunity to handle and store his goods pending their final distribution. The usefulness of either public, wholesale or retail markets in the promotion of these ends is a matter of great division of opinion.

The most predominant feeling in the independent trades is that if sites can be made available, adjacent to railway facilities, the trades themselves would solve the matter. In any event, the whole public market question is peculiar to each city and town, and my own inquiries find little belief that the present branch houses of the packers would serve this purpose.

Against the Federal Ownership Idea.

Furthermore, my own instinct, in any event, is against federal ownership of such facilities, and our own inquiries rather indicate that if transportation questions, together with factors mentioned later on, are put right, this problem will solve itself. Altogether, I do not consider that the prime object of maintaining the initiative of our citizens and of our local communities is to be secured by this vast expansion of federal activities.

There are certain matters relating to the development and control of the packing industry which are not referred to in the report of the Trade Commission, which appear to me of first importance. One effect of the great centralization of this industry has been the stultification or decline in slaughter near many large cities and towns.

I believe this has been initially due to the inability to recover by-products to such advantage as under the centralization, a disability that does not now generally exist, for most of these products now have an outlet. It has also been partially due to the cheaper animals from the cheaper lands of the West—and this disparity in costs of animal production has greatly diminished with settlement of the country. It is also partially due to at least the fear that the great packers would direct their power of underselling against such enterprises.

If proper abattoirs could be extended near the larger towns, possibly with municipal help, and the operations therein protected from illegitimate competition, I believe they would not only succeed but would greatly stimulate the local production of meat animals. One effect would be a great stabilization of prices by a wider based market than that now so largely dependent upon a small group of buyers.

Would Limit Packers to Meat Lines.

Another phase of the question lies around the fact that I feel the solutions propounded by the Trade Commission will not entirely solve the problem of the invasion of many other lines of food handling besides animal products. This portion of their business is more largely supported by their larger credits and their elimination of the wholesale grocer, rather than upon railway privileges. As to whether such goods can be vended more economically direct than through the wholesaler is a matter of much contention.

It seems to me, however, that this whole

phase of absorption of other food industries requires consideration. It appears to me at least worth thought as to whether these aggregations should not be confined to more narrow and limited activities, say those involved in the slaughter of animals, the preparation and marketing of the products therefrom alone. Such a course might solve the branch house problem, and it is not an unknown legislative control, as witness our banks, railways and insurance companies.

One other cause also chokes the free marketing of food in the United States, which will not be reached by the ultimate action on the above lines, and that is the present insufficient standardization of our food products, and this would contribute to strengthen the independent manufacturer.

In summation, I believe that the ultimate solution of this problem is to be obtained by assuring equal opportunity in transportation, equal opportunity in the location of manufacturing sites and of terminal sites, and the limitation of the activities of these businesses. In this situation, I believe that the fifty minor meat packing establishments and the hundreds of other food preservers could successfully expand their interstate activities and that local slaughter would increase with economic gain to the community, and all through continued competition constantly improve our manufacturing and distributing processes to the advantage of both producer and consumer. The detailed methods, except in the manifest case of car and stock yard control, require much more thought.

Packers Doing Their Duty in the War.

The activity of the Food Administration is necessarily founded on securing the largest service and the least disruption and danger to distribution during the period of national strain. To take such a radical step as to seize the packers' branch houses for the war, would effect no permanent values and would surely disrupt distribution at this time. The packers are to-day performing their economic duties of preserving and distributing the meat supplies to our own population and the Allies, as distinguished from the social results of their organization, and the only outstanding question from a purely win-the-war point of view is whether the packers are to-day imposing upon their competitors and whether their remuneration is exorbitant. These are matters which can be remedied during the war by regulation and taxation.

I would, in any event, separate the whole problem into a question as to what should be done as a war emergency and what should be done as a permanent solution of the whole question. I do not feel that the Government should undertake the solution of the problem by the temporary authority conferred under the war powers of the Railway and Food Administrations, which must terminate with peace, but rather that it should be laid before Congress for searching consideration, exhaustive debate and development of public opinion, just as has been necessary in the development of the public interest in our banks, insurance companies and railways.

Yours faithfully,

HERBERT HOOVER.

LARD PAILS

OF
SUPERIOR QUALITY
AT
REASONABLE PRICES
FOR
PROMPT SHIPMENT

JOHNSON-MORSE CAN COMPANY
WHEELING, WEST VA.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, ordinary to fair	10.25@16.60
Oxen	12.00
Bulls	7.50@11.00
Cows	4.00@10.85

LIVE CALVES.

Live calves, prime	21.00
Live calves, yearlings	6.00@8.00
Live calves, fed	10.00
Live calves, barnyard	7.00@9.00
Live calves, culls	12.00@15.50

LIVE SHEEP AND LAMBS.

Live lambs, common to fair	16.00@17.65
Live lambs, culls	—@—
Live lambs, yearlings	23@24.00
Live sheep	9.00@11.00
Live sheep, culls	—@—

LIVE HOGS.

Hogs, heavy	18.25
Hogs, medium	18.25
Hogs, 140 lbs.	18.00
Pigs	17.50
Roughs	15.50

DRESSED BEEF.

Choice native heavy	27@28
Choice native light	26@27
Native, common to fair	24@25

WESTERN DRESSED BEEF.

Choice native heavy	27@28½
Choice native light	26@27½
Native, common to fair	23@24½
Choice Western, heavy	25@26½
Choice Western, light	21@22½
Common to fair Texas	18@19½
Good to choice heifers	26@27½
Common to fair heifers	22@23½
Choice cows	23@24½
Common to fair cows	16@17
Fresh Bologna bulls	13½@17

BEEF CUTS.

	Western.	City.
No. 1 ribs	36@40	34@38
No. 2 ribs	30@34	31@36
No. 3 ribs	24@28	30@32
No. 1 loins	36@40	34@38
No. 2 loins	30@34	31@36
No. 3 loins	24@28	30@32
No. 1 hinds and ribs	32@33	33@35
No. 2 hinds and ribs	28@30	31@32
No. 3 hinds and ribs	26@27	29@30
No. 1 rounds	22@24	22@25
No. 2 rounds	20@21	20@21
No. 3 rounds	17@18	23@24
No. 1 chuck	18@20	24@25
No. 2 chuck	16@17	23@24
No. 3 chuck	14@16	22@23

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	30@32
Veals, country dressed, per lb.	28@30
Western calves, choice	26@28
Western calves, fair to good	24@26
Grassers and buttermilks	14@18

DRESSED HOGS.

Hogs, heavy	23½
Hogs, 180 lbs.	23½
Hogs, 160 lbs.	24½
Hogs, 140 lbs.	24½
Pigs	25

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	30@31
Lambs, choice	29@30
Sheep, choice	20@22
Sheep, medium to good	18@20
Sheep, culls	13

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.	23
Smoked hams, 12 to 14 lbs. avg.	23
Smoked hams, 14 to 16 lbs. avg.	23
Smoked picnic, light	25
Smoked picnic, heavy	24
Smoked shoulders	24
Smoked beef tongue, per lb.	28
Smoked bacon (rib in)	38
Dried beef sets	42
Pickled bellies, heavy	34

FRESH PORK CUTS.

Fresh pork loins, city	34
Fresh pork loins, Western	33
Frozen pork loins	31
Fresh pork tenderloins	39
Frozen pork tenderloins	38
Shoulder, city	29
Shoulder, Western	28
Butts, regular fresh Western	33
Butts, boneless fresh Western	33
Fresh hams, city	32
Fresh hams, Western	31
Fresh picnic hams, Western	28

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	85.00@90.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	75.00@80.00
Black hoofs, per ton	75.00@80.00

Striped hoofs, per ton	70.00@75.00
White hoofs, per ton	85.00@95.00
Thigh bones, avg. 55 to 90 lbs. per 100 pcs.	150.00@160.00
Horns, avg. 7½ oz. and over, No. 1's.	225.00@240.00
Horns, avg. 7½ oz. and over, No. 2's.	180.00@175.00
Horns, avg. 7½ oz. and over, No. 3's.	100.00@125.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd	25c.	a pound
Fresh steer tongues, untrimmed	20c.	a pound
Fresh cow tongues	20c.	a pound
Calves' heads, scalded	70c.	a piece
Sweetbreads, veal	40	@100c.
Sweetbreads, beef	40c.	a pound
Calves' livers	35c.	a pound
Beef kidneys	15c.	a pound
Mutton kidneys	5c.	a pound
Livers, beef	15c.	a pound
Oxtails	16c.	a pound
Hearts, beef	16c.	a pound
Rolls, beef	26c.	a pound
Tenderloin beef, Western	24	@34c.
Lambs' fries	12c.	a pair
Extra lean pork trimmings	23c.	a pound

BUTCHERS' FAT.

Ordinary shop fat	4
Suet, fresh and heavy	10
Shop bones, per cwt.	25@35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	—
Sheep, imp., medium wide, per bundle	—
Sheep, imp., narrow, per bundle	—
Hog, free of salt, tes. or bbls., per lb., f. o. b. New York	1.40
Hog, extra narrow, selected, per lb.	1.60
Hog middles, per set, f. o. b. New York	18
Hog bungs, domestic, per set, f. o. b. New York	—
Beef rounds, export, per set, f. o. b. New York	16
Beef bungs, piece, f. o. b. New York	22
Beef middles, per set, f. o. b. New York	17
Beef weasands, No. 1s, each	8½
Beef weasands, No. 2s, each	4
Beef bladders, small, per doz.	95

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

	Whole.	Ground.
Pepper, Sing., white	30½	32½
Pepper, Sing., black	23½	25½
Pepper, Penang, white	—	—
Pepper, red	23	26
Allspice	10	12
Cinnamon	27	31
Coriander	10	12
Cloves	38	43
Ginger	24	27
Mace	56	61

CURING MATERIALS.

Refined saltpetre, granulated, bbls.	25
Refined saltpetre, crystals, bbls.	26
Double refined nitrate of soda, gran., f.o.b. N. Y. and S. F.	6½
Double refined nitrate of soda, crystals	7

GREEN CALFSKINS.

No. 1 skins	60
No. 2 skins	58
No. 3 skins	35
Branded skins	45
Flicky skins	33
No. 1 B. M. skins	58
No. 2 B. M. skins	56
No. 1, 9½-12½ lbs.	58.80
No. 2, 9½-12½ lbs.	58.80
No. 1 B. M., 9½-12½ lbs.	58.80
No. 2 B. M., 9½-12½ lbs.	58.80
Branded skins, 9½-12½ lbs.	4.50
Ticky skins, 9½-12½ lbs.	4.50
No. 1, 12½-14 lbs.	6.25
No. 2, 12½-14 lbs.	6.00
No. 1 B. M., 12½-14 lbs.	6.00
No. 2 B. M., 12½-14 lbs.	6.75
No. 1 kips, 14-18 lbs.	6.00
No. 2 kips, 14-18 lbs.	6.00
No. 1 B. M., 14-18 lbs.	6.25
No. 2 B. M., 14-18 lbs.	6.00
No. 1 heavy kips, 18 lbs. and over	7.00
No. 2 heavy kips, 18 lbs. and over	6.75
Branded kips	5.25
Heavy branded kips	5.75
Ticky kips	5.25
Heavy ticky kips	5.75

All skins must have tail bone cut.

DRESSED POULTRY.

TURKEYS.

Turkeys—Fresh, dry packed, boxes—	
Western, fancy, dry pickled	44
Western, fancy, scalded	43
Western, fair to good	42
Turkeys—Fresh, dry packed, barrels—	
Western, dry pickled, choice young hens, per lb.	44
Western, choice, young hens and toms, per lb.	44
Western, choice young toms, per lb.	44
Western, scalded, choice, per lb.	43
Western, fair to prime, per lb.	42
Western, inferior	25
Western, old hens, per lb.	41
Western, old toms, per lb.	37

Ky. and Tenn., choice, per lb.	42
Ky. and Tenn., fair to good	37
Texas, fancy	40
Texas, fair to good	35

FRESH CHICKENS.

Chickens—Fresh—Dry packed, 12 to box—	
W'n. milk fed, 31 to 36 lbs. to doz., per lb.	31
W'n. milk fed, 37 to 42 lbs. to doz., per lb.	31
W'n. milk fed, 43 to 47 lbs. to doz., per lb.	32
W'n. milk fed, 48 to 53 lbs. to doz., per lb.	33
W'n. milk fed, 56 lbs. and over to doz., lb.	33½
W'n. milk fed, stages	25
W'n. corn fed, 31 to 36 lbs. to doz., lb.	30
W'n. corn fed, 37 to 42 lbs. to doz., lb.	30
W'n. corn fed, 43 to 47 lbs. to doz., lb.	30½
W'n. corn fed, 48 to 53 lbs. to doz., lb.	31
W'n. corn fed, 56 lbs. and over to doz., lb.	32
W'n. corn fed, stages	24

Chickens—Fresh—Dry-packed, barrels—

Phila. and L. I., 2 to 4 lbs. to pair, per lb.	—@—
Phila. and L. I., 8 lbs. and over to pair	43
Pennsylvania, mixed weights	31
Penn., 8 lbs. and over to pair	33
Western, milk fed, 5 to 7½ lbs. to pair	30
Western, milk fed, 8 lbs. and over to pair	31
Western, milk fed, 9 to 10 lbs. to pair	32
West'n. corn fed, 5 to 7½ lbs. to pair, per lb.	28
West'n. corn fed, 8 lbs. and over to pair	30½
West'n. corn fed, 9 to 10 lbs. to pair	31½
Ohio and Michigan, 4 lbs. each	30
Ohio and Michigan, small to med. sizes	28
Other western, scalded, 4 lbs. each	30
Other w'n. scalded, med. to small sizes	28
South'n. corn fed, barrels or kegs, per lb.	29

Other Poultry—

Squabs, prime, white, 10 lbs. to doz., per doz.	10.50
Spring ducklings, Long Island, per lb.	—@—

Ducks—Fresh—Dry packed—

Wisconsin, fattened, per lb.	38
Ohio and Michigan, prime, per lb.	36
Other western, per lb.	35

Geese—Fresh—Dry packed—

Wisconsin, fattened, per lb.	32
Ohio and Michigan, prime	26
Other western, per lb.	25

Fowls—Fresh—Boxes—Dry packed, milk fed—

Western, 60 lbs. and over to dozen	32
Western, 48 to 56 lbs. to dozen	32
Western, 43 to 47 lbs. to dozen	30
Western, 38 to 42 lbs. to dozen	28
Western, 30 to 35 lbs. to dozen	26
Western, under 30 lbs. to dozen	25

Fowls—Fresh—dry packed, barrels—

Western, 5 lbs. and over, per lb.	32
Southwestern, dry-picked, mixed weights	30½

Capons—

Philadelphia, 8 lbs. and over, each	49
Philadelphia, slips	46
Ohio, 7 lbs. and over, each	44
Other Western, 6½ to 7 lbs. each	38

Old Cocks—Fresh—Dry packed, barrels—

Dry-picked No. 1	25
Scalded	24

LIVE POULTRY.

Chickens, fancy, via express, per lb.	34
Young roosters, nearby	—@—
Fowls, fancy	40
Roosters, old	26
Turkeys, via freight	35
Geese	21
Ducks, via freight	40
Guineas, per pair	1.00@1.10

BUTTER.

Creamery (92 score)	52½
Creamery, higher (scoring lots)	53½
Creamery, firsts	47
Process, extras	44
Process, firsts	42

EGGS.

Fresh gathered, extras	45½@46
Fresh gathered, extra firsts	44
Fresh gathered, firsts	43
Fresh gathered, seconds	40
Fresh checks, good to choice	38

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	38.00
Bone meal, raw, per ton	42.00
Dried blood, high grade	8.00
Nitrate of soda—spot	4.43½
Bone black, discard, sugar house del. New York	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia	6.00 and 10c.
Garbage tankage	10.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore	—@—
Foreign fish guano, testing 15@14½ ammonia and about 10% B. Phos.	—@—
Lime	—@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	—@—
Sulphate ammonia, for shipment, per 100 lbs., guar., 25%	4.75
Sulphate ammonia, per 100 lbs. spot guar., 25%	4.75

